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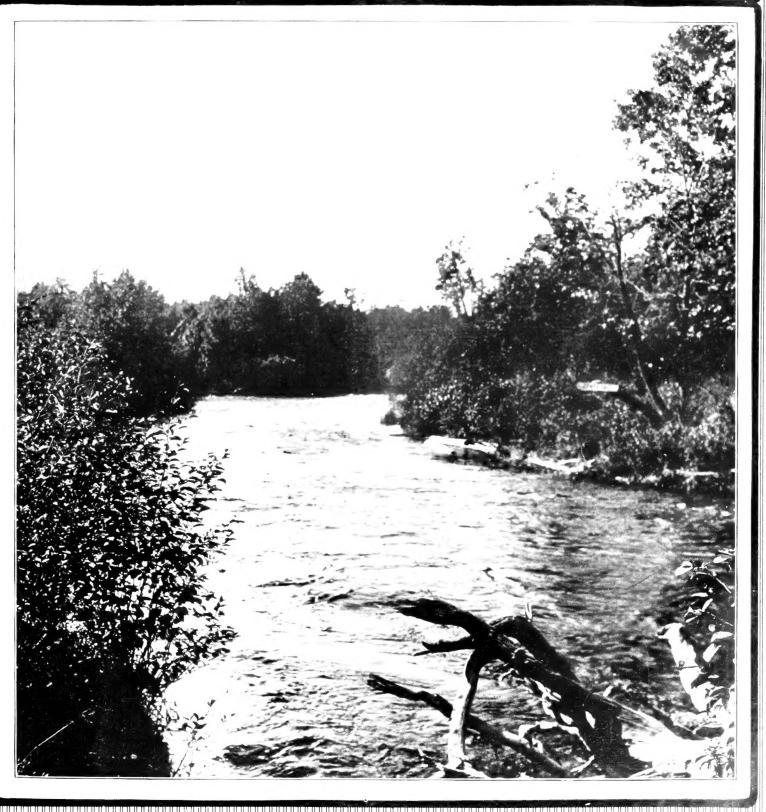
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# FINAL BUILT

Twenty-First Year Semi-Monthly CHICAGO, OCTOBER 25, 1915

Subscription \$2. Single Copies, 10 Cents.



ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

# J. GIBSON McILVAIN & COMPANY

CROZER BUILDING, PHILADELPHIA, PENNSYLVANIA

# Manufacturers of Lumber

OVER 100 YEARS

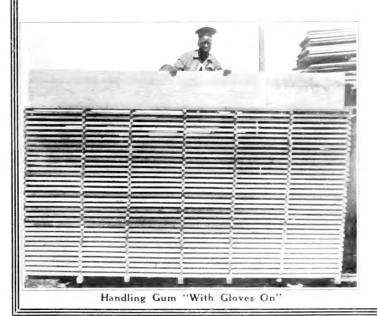
OF
SUCCESSFUL BUSINESS

Small and Large Inquiries Solicited

# The Ford Joke Is Possible Only Because the Ford Car Is Cheap



The same is true of gum lumber—it has been kicked and cussed at **only** because its producers allowed it to be called a cheap wood. They refused to put enough money in it to bring out its true merit—have let it be known as a "necessary evil"—a side issue to the end that it has never commanded respect.



# A New Era in Gum

is being developed by us. We have adopted GUM as our MAIN PROD-UCT. We have studied it and know it. Knowing it we have had the faith to put a good deal of money into its correct manufacturing and handling.

Today our stock represents more real beauty, more adaptability, more genuine merit than any other American hardwood.

If you have any prejudice against gum, see some of ours. It really has a distinct character,

Kraetzer-Cured Lumber Co.

# Michigan Hardwoods Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; - these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

# Cobbs & Mitchell

Sales Department, Cadillac, Michigan

# DRY 5-4 CADILLAC **GRAY ELM**

WE HAVE THREE CARLOADS OF CHOICE 5/4 CADILLAC GRAY ELM WHICH RUNS FROM 80 TO 90 PER CENT TWELVE INCHES AND WIDER AND LARGELY 14 INCHES AND WIDER. IF YOU CAN USE IT, MAY WE QUOTE PRICES FOR PROMPT SHIP-MENT?

# MITCHELL BROTHERS CO.

CADILLAC, MICH.

SALES DEPARTMENT



Cuart'd Figured Gum

Has become irremovably established as one of America's few genuine cabinet woods. Have you made your plans to realize on its great future?

Its adaptable beauty of figure and color; its easy working qualities; its low cost of finishing; its reasonable price—strictly its own merits—have compelled its worldwide recognition as

America's Finest Cabinet Wood

Progressive manufacturers of furniture, interior trim, etc., can no longer afford to leave Figured Gum out of their calculations.

Manufacturers using Figured Gum can be assured of constant supply of choice figured veneers for many years to come. No danger of shortage thru inability to import logs or heavy consumption for special purposes for other than cabinet work, which applies to certain other woods.

Why not learn of the thorough adaptability of Figured Gum by actual use?

SAMPLES ON REQUEST

The Louisville Veneer Mills

Makers of Good Veneers and Panels for More than a Quarter of a Century

Louisville, Ky.

# J. RAYNER Veneered panels

SEND FOR STOCK LIST

MAHOGANY LUMBER

GARROLL AVE. AND SHELDON ST. CHICAGO



## A floor to adore

For thirty-three years Wilce's Hardwood Floceing has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nalling—you'll find it reduces the expense of laying and polishing.

our Hooklet tells all about Hardscood Flooring and how to care for it—also prices—and is free.

# The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

# STEARNS"

Hardwood Specialists

5,000,000 feet 4-4 to 8-4

# **BEECH**

A complete stock of thoroughly dry Beech in all grades

We specialize in Kiln Dried Stock

STEARNS SALT & LUMBER CO. LUDINGTON, MICH.

Claims backed by a guarantee necessarily assure you of the

# Real Indiana Oak

When you want to buy that class of stock. The oak logs cut at our La Porte, Ind., mill come from this state and nowhere else.

Our Marmaduke, Ark., plant turns out a fine line of Oak, Ash and Cypress.

Consider what it means to you when our cooperage plants take all the poorer stock and you get only the cream.

Try out that statement

Vail Cooperage Co.

Ft. Wayne, Indiana

# Rope and Twist Work in various styles and wood,

made to detail or send us your turnings and we will rope or twist to suit

Price quoted upon receipt of sketches or illustrations Your inquiries are solicited

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# Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF



Complete stock of 3/8" and 13/16" in all standard widths



### W. P. Brown & Sons Lumber Company

Let Us Quote You Special Prices for Immediate Delivery on the Following Stock: 4-4 No. 1 Common Quartered White Oak, 10" and up, 36,000 ft.

36,000 ft.

4-4 No. 1 Common Quartered White Oak, 213,000 feet.

4-4 No. 2 Common Quartered White Oak, 213,000 feet.

5-4 No. 1 Common Quartered Red Gum, 56,000 feet.

5-4 No. 1 Common Quartered Red Gum, 56,000 feet.

4-4 Sap Gum, 18" and up Panel, 51,000 feet.

4-4 Is and 2s Plain White Oak, 116,000 feet.

4-4 and thicker Is and 2s Plain Red Oak, 122,000 feet.

4-4 and thicker No. 1 Common Plain Red Oak, 122,000 feet.

4-4 and thicker No. 1 Com. Plain Red Oak, 228,000 ft.

4-4 and thicker Is and 2s Poplar, 56,000 feet.

4-4 No. 2 Common Walnut, 19,000 feet.

4-4 No. 2 Common Walnut, 19,000 feet.

We have a full stock in every item in Hardwoods and Yellow Pine. We can quote on mixed or straight cars. The location of our nills and yards insures prompt shipment and the best of service.

### Wood Mosaic Company

(Sales Office: New Albany, Ind.)

We can make attractive prices on the following well manufactured stock;

2" No. 1 Common and Better Hickory, 100,000 feet 21,2" Common and Better Hickory, 1 car. 3" Common and Better Hickory, 2 cars 4 4 1s and 2s Plain Red Oak, 150,000 feet, 4 4 No. 1 Common Walnut, 50,000 feet, 4 4 No. 2 Common Walnut, 50,000 feet, 2 1,2" No. 2 Common Walnut, 50,000 feet, 2 1,2" No. 2 Common Walnut, 50,000 feet, 3 1s and 2s Poplar, 50,000 feet, 4 1s and 2s Poplar, 50,000 feet, 4 1s and 2s Poplar, 50,000 feet, 5 8 1s and 2s Poplar, 12" and up, 15,000 feet, 4 1s and 2s Poplar, 18" and up, 15,000 feet, 4 1s and 2s Poplar, 18" and up, 15,000 feet, 4 1s and 2s Poplar, 18" and up, 15,000 feet, 4 1s and 2s Poplar, 18" and up, 15,000 feet, 4 1s and 2s Poplar, 18" and up, 15,000 feet, 5 No. 20 No

acquainted with our Famous Indiana and Ken-tucky QUARTERED WHITE OAK

### Norman Lumber Company

We specialize in the manufacture of

### Poplar Dimension Stock

Our plant is equipped to furnish cuttings of any dimensions for the factory trade. Let us figure your bill. Minimize your labor expense by buying material cut to size.

"Save the Freight on the Waste"

Manageral segretation (e.g. f. a. f.

### Edward L. Davis Lumber Company

Kentucky and Indiana Oak, Ash, Walnut

are famous for color and texture. The careful buyer selects not merely "lumber," but stock that will do credit to the job. In our own sawmill at Louisville we cut up the finest logs produced in this section-and the consumer gets the benefit. Ask us for prices on what you need.

### W. R. Willett Lumber Company

Sales Agent Parkland Sawmill Company, Louisville, Ky.

We offer the following items of hardwood lumber of our own manufacture now on sticks at our Louis-ville mill. The stock was manufactured from carefully selected logs, possessing the texture desired by discriminating consumers:

discriminating consumers:

1 car 6-4 Is and 2s Ash.
1 car 6-4 No. 1 Common Ash.
2 cars 10-4 Common and Better Ash.
1 car 12-4 Is and 2s Poplar.
2 cars 4-4 No. 1 Common Plain Red Oak.
2 cars 4-4 No. 1 Common Plain Red Oak.
3 cars 4-4 No. 2 Common Plain Red Oak.
1 car 8-4 Is and 2s Plain Red Oak.
2 cars 4-4 Is and 2s Quartered White Oak.
2 cars 4-4 Is and 2s Quartered White Oak.
2 cars 5-4 Is and 2s Quartered White Oak.
2 cars 5-5 Is and 2s Quartered White Oak.
2 cars 5-5 No. 1 Common Quartered White Oak.
2 cars 5-5 No. 1 Common Quartered White Oak.
1 car 4-4 No. 1 Common Quartered White Oak.
1 car 4-4 No. 1 Common Quartered White Oak.

## C. C. Mengel & Bro. Company

We operate our own Mahogany Logging Camps in Africa, British Honduras and Mexico, and are specialists in the production of Mahogany Lumber, Veneers and Dimension Stock. We carry a large stock of Plain and Figured Veneers, and can submit samples to suit any requirement.

If It's in Mahogany, We Have It



ort et 25, 1915



# It's a Long Jump

**FROM** 

# Your Wife's New Suit

Oak Lumber

At the same time there is a clearly defined lesson in the way the ladies are flocking to those soft brown shades that are so pleasing and restful to the eye.

When you say "Oak" and "Brown" in the same breath you don't have to cook up any excuse for the combination. Oak naturally stands for these soft, comfortable, restful brown interiors.

It is not necessary that one have unusual discernment to appreciate that a color which the housewife favors is going to have a lot to do with the furniture she buys.

We have then the condition of the vogue of the brown tones:—Oak is not only at its very best so finished, but is superbly ahead of all competitors in those shades.

Hence, there seems no possible outcome other than that oak will have all of the call this winter. Indeed it has clearly shown its increasing popularity already.

The wise furniture man will prepare to meet this condition by concentrating his attention on new designs in oak.

For any information on this subject address

# Any Manufacturer on the Succeeding Page

Oak Information Bureau, 707 Ellsworth Building, Chicago



All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD



All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

# BAY CITY MICH.

THE LARGEST PRODUCING CENTER OF MICHIGAN HARDWOOD

# LOWER PENINSULA HARD MAPLE When You Think This, Think Bay City

500M 44 No. 2 Common & Better Hard Maple 500M 44 No. 3 Common Hard Maple 100M 44 No. 2 Common & Better Soft Maple 100M 44 Birch, Mill Run 200M 44 Birch, Mill Run 200M 44 Birch, Mill Run 200M 44 No. 1 Common Basswood 75M 44 No. 1 Common Basswood 90M 44 No. 2 Common Basswood 90M 54 No. 1 Common Basswood 60M 54 No. 3 Common Basswood 125M 54 No. 2 Common Basswood 125M 54 No. 2 Common Basswood 125M 54 No. 3 Common & Better Beech 160M 64 No. 3 Common Beech

Richardson Lumber Company

100,000 ft 4/4 No. 1 Common and No. 2 Common Birch.
100,000 ft, 4/4 No. 3 Common Birch.
100,000 ft, 4/4 No. 3 Common Birch.
100,000 ft, 4/6 No. 3 Common Hard Maple.
150,000 ft. 5/4 No. 3 Common Hard Maple.
50,000 ft. 6/4 No. 3 Common Hard Maple.
50,000 ft. 6/4 No. 2 Common and Better Beech.
500,000 ft. 5/4 No. 2 Common and Better Beech.
500,000 ft. 5/4 No. 2 Common and Better Beech.
400,000 ft. 5/4 No. 3 Common Beech.
100,000 ft. 6/4 No. 1 Common Elm.
20,000 ft. 6/4 No. 2 Common Basswood.
100,000 ft. 5/4 No. 2 Common Basswood.
100,000 ft. 5/4 No. 1 Common Basswood.
100,000 ft. 5/4 No. 1 Common Basswood.

The Kneeland-Bigelow Company

HARD MAPLE	BEECH
16/4 1s & 2s, 8" and up	6/4 No. 2 C. & B
16 4 No. 1 Com	6 4 No 8 Com 68 000 ft
16 4 No. 2 C. & B., 4 to 7" wide 9 000 ft.	5/4 No. 2 C. & B
12/4 1s & 2s, 8" and up	5/4 No. 8 Com
12/4 No. 1 Com	4/4 Ne. 1 C. & B
10.4 lm & 2m, 8" and up	4/4 No. 2 & 8 Com
8/4 1s & 2s. 8" and up180,200 ft.	4/4 No. 8 Cem
8/4 No 1 Com., 8" and up 8.200 ft.	
8 4 heart culls	BASSWOOD
6/4 1s & 2s, 8" and up	4/4 No. 2 C. & B
5/4 1s & 2s. 8" and up	4/4 No. 8 Com. 80,000 ft
5/4 Bird's Eys 920 ft.	4/4 1/6. 6 Colla. 11111111111111111111111111111111111
4'4 Bird's Eye	EL.M
4/4 White 97.500 ft.	
4/4 1s & 2s, 8° and up	4/4 Full cut
4/4 Heart culls	
4/4 Plank trim 87,000 ft.	ASH
nin CH	4/4 Full cut
BIRCH	• • • • • • • • • • • • • • • • • • • •
5/4 No. 2 C. & B 6,200 ft.	CHERRY
& 4 No # Cem B.(HK) IL.	4/4 Full cut
6 4 No. 1 Com	4/4 2 011 000 1111111111111111111111111111
6 4 No. 2 C. & B	OAK
4/4 Nt Com 28,000 ft.	4/4 Full cut 6.000 ft
6/6 No. 9 Com 98,500 ft.	9/9 Full Cut
W. D. Young	& Company
W. D. Young	& Company

Let the following manufacturers know your needs:

KNEELAND-BIGELOW CO. W. D. YOUNG & CO. RICHARDSON LUMBER CO.



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Manufacturers and Wholesalers of All Kinds of

"If Anybody Can, We Can"

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West Virginia Spruce and Hemlock Long and Short Leaf Pine Virginia Framing

Franklin Bank Bldg.

PHILADELPHIA

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TEAK ENGLISH OAK CIRCASSIAN WALUT VENEERS

MAHOGANY

EBONY DOMESTIC HARDWOODS

103 Medford Street, Charlestown Dist. BOSTON, MASS.

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SAVE YOUR MONEY BY USING THE

# RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers. The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

A well erganized Collection Department is also operated and the same is open to you. Write for turms.

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608 So. Dearborn St. Mention This Paper CHICAGO

55 John St. NEW YORK CITY

# Willson Bros. Lumber Co.

Manufacturers

## West Virginia Hardwoods and North Carolina Pine

Mills at JACKSONVILLE, N. C. CONWAY, S. C.

Main Office: PITTSBURGH, PA.

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HARDWOOD RECORD

CHICAGO

# THE SOUTH

# Vestal Lumber & Manufacturing Co.

KNOXVILLE, TENNESSEE

Plain Oak

Ouartered White Oak

# SOFT TEXTURED STOCK

Black Walnut Tennessee Red Cedar

BAND MILLS ON L. & N. AND SOUTHERN RAHLROADS AT VESTAL, A SUBURB OF KNOXVILLE

### Alexander Brothers

Oct. 1st, 1915	1.	O. B. 1	Belzoni	BEL	ZONI,	MISS.
1118.	No. 1	Com.	No.	2 Com.	No.	3 Com.
grid White Oak						
3, 1, 1, 100 \$5, 00	2 0000	\$25,00				
1 , 450 000 6,000	40.000	5.6 00	4,600	\$20.00		
13 <sub>4</sub> = 24 0000 = 08 000	47 000	37.00	22,800	200,000		
$1^{4}_{2}$ , $2_{2}$ (60) = 68 (6)	47 000	37 00	11,000	21.00		
1 % .	\$4.00000	37 00				
2 , 30,100 65 00	37.500	35 000	5,000	22.00		
3 1 8 0000 T5 00	5.000	45.00				
169,000 40.00	25,000	20.00			ISN D	
1% 15,000 42.00				2 100	F S Z D	Strips
grid Red Oak -						
\$ 2500 4000 1 25000 5000	5.000	25.00	2,000	] ", (11)		
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125 42 000 52 00	70 (0)	32.00	15,500	10 (10)		
1 17 100 (500)	\$1.000	15 00			8 8 10	
$\Gamma_A = 12$ (see ) = 40 to (	6,000	20.00		2 70 4	8 N D	Strips
		Fus.		l Com.	No. 2	Com.
<ol> <li>P. W. Oak</li> </ol>	24,000	\$46,000	2 ((0.0)	\$25,000	11 000	\$11.00
1 P. E. O.K.			8 5000	25 + 0	14 0000	11 ****
174 Pt. II. Oak	1 ( 14)	4 8 1011	11.000	± 7 → ()	11,000	11 000
1 1. P. J. Oak	7330	45 110	2 0000	27 60		
Cottonwood→						
1	25 0000	25.00	40.000	17 00	18,000	13 00
1 Here 9 to 12	17 (100)	200 (100)				
1 18 Up Pan & 1.		40.00				
1 'z T 30 0		18 (0)	0,000	15.00		
2 T / P	4" 1000	20.50	20.000	16.00		
<ol> <li>Pan Bacqua.</li> </ol>		23.00	15,000	11.00		
[1] P. G. P. P. S. G. and		25 (0)	11 000	15 00	11 000	11 (0)
[13] P. C. R. I. Gom		27 00	51 000	15 (0)		
1 San train 1 9 to 12 He	20,800	15.00	6.080	12.60		
1 " 13 to 17 Bx.		22.00		22 (0)		
1 5 p G m 18 & a		23.00				* * * * *
1'4 8 0 6 100		16.00	45,000	13.50	5.000	10.00
1 Sip Gyn	5.500	16 00	16 000	13.50	2,500	10,00
2 Sup Gamana	1.200	15/310	11 000	14.00		****
1 = 1 11	6.500	20.00	19 000	11.00	2.500	7.00
5 1 m	2.7000	29.00	3 000	15 000		
1 Ortd. Red Gum.		45.00	15,000	25.00	Mottled	
1 000 1 12 1 11 11	30.000	52.00	50.000	21 00		
14 grant that there	27 110114	23 00	5 000	27.00		
11 Qrtd. Red Gum.		33.00	27,000	22.00		
2 ( ) ( ) et Et	50 10	24 00	$C_{i}^{*} \cap C(i)$	25,000		
Borgers Hollelon			1:00	25 ( 0		
				LITTAL		
We are prepared to Also surfacing lur						

# COTTONWOOD

# OAK

PLAIN AND OUARTERED RED AND WHITE

### RED AND SAP GUM

High Grades

Band Sawn Lumber

We Make a Specialty of Thin Stock

COTTONWOOD AND GUM VENEERS

THREE-PLY GUM PANELS BOX SHOOKS—EGG CASES

Write Us for Prices

**Anderson-Tully Company** MEMPHIS. TENN.

# Little Rock., Ark., Has the Pick of Arkansas Hardwoods

TS geographical location is such that it is virtually in the center of the best hardwood timber in the Southland. Its railroad facilities give it the call on any of this timber at any time. We have planned our band mill operations to make the most of this natural advantage, so you have not only the finest selection of logs for your exact wants, but have in our mill the opportunity of getting just that kind of lumber that you can work best.

LITTLE ROCK LUMBER & MANUFACTURING COMPANY, Little Rock, Arkansas D. S. WATROUS, Sec'y-Treas., Mgr.

# Are You Interested in Walnut?

If so, write to the American Walnut Association,

1404 Starks Building, Louisville, Ky., for a copy of our new booklet about walnut. It is of interest to lumbermen, consumers and all others who would like to know more about "the aristocrat of American hardwoods," which is forging to the front in every line where a high-class material is required. In the meantime, if you are in the market for walnut logs, lumber or veneers, address any of the concerns whose stock is listed below.

FRANK PURCELL Kansas City, Missouri

### PRIME WALNUT LOGS FOR EXPORT

Figured Walnut Logs Figured Walnut Butts

# LONG-KNIGHT LUMBER COMPANY Indianapolis, Indiana

18,000-ft. 1-in. 1st and 2nds.
20,000-ft. 1x10 and up No. 1 common.
60,000-ft. 1x4 and up No. 1 common.
8,000-ft. 1x4 and up No. 2 common.
8,000-ft. 5/4 No. 2 common.
8,000-ft. 5/4 No. 1 common.
5,000-ft. 6/4 No. 1 and No. 2 common.
10,000-ft. 2-in. No. 2 common.
30,000-ft. 2-in. No. 2 common.

# EAST ST. LOUIS WALNUT COMPANY East St. Louis, Illinois

	1st and 2nds.	
3/8-in.	40,000-ft	3/8-in,
1/2-in.		1 · 2 · in 30,000 · ft
5/8-in.		3/4-in
3/4-in.	50,000-ft.	4 4-in,
4/4-in.	50.000-ft.	5/4-in
	20,000-ft.	6/4-in 12,000-ft.
		16/4-in, 1.000-ft.
	12,000-ft.	,
	4.000-ft.	
10/ 1-111.	x,000-1t.	

# PENROD WALNUT & VENEER COMPANY Kansas City, Missouri

		3 -
	1st and 2nds.	
5/8-in.	20,000-ft.	5/8-in
	43,000-ft,	3/4-in 50,000-ft.
	65,000-ft.	4/4-in
	15,000-ft.	
	2,000-ft.	
12/4-in.	4,600-ft.	10/4-in 3,000-ft.
Trant	zer Cured Lumber in St.	nek Beady for Shipment

Kraetzer Cured Lumber in Stock Ready for Shipment. Three Million Feet of Figured Walnut Butt Veneers and Two Million Feet of Figured Walnut Log Veneers Rotary Cut and Sliced Stock. We Furnish Plain Walnut Veneers any Thickness, cut to size.

# PICKREL WALNUT COMPANY St. Louis, Missouri

	Dt. Liouis,	MISSOUTT
	1st and 2nds.	No. 1 Common.
	25,000-ft.	3 '4-in 40,000-ft.
	32,000-ft.	4/4-in
	8,000-ft.	5/4-in 12,000-ft.
6/4-1n.	12,000-ft.	6/4-in. 14,000-ft.
		8/4-in 8,000-ft.

Any Quantity, Any Thickness, No. 2 Common. Rohanized Dry Lumber Always in Stock. VENEERS Any Quantity, both in Long Wood and Butts.

### SANDERS & EGBERT COMPANY Goshen, Indiana

No. 1 Common.	No. 3 Common.
1/2-in 18,000-ft.	3/4-ln 10,500-ft.
5/8-in. 11,000-ft. 3/4-in. 1,200-ft.	1st and 2nds.
1-in	3/8-in. 400-ft.
1 12 - in	1/2-in
2-in, 5,000-ft.	3/4-in
No. 2 Common. 1/2-in 3,000-ft.	1x7 to 9 in wide Clear Shorts 9,000-ft.
5/8-in 5,500-ft.	1x10-in, and up
3/4-in. 7,500-ft. 1: <sub>1</sub> in. 4,500-ft.	Clear Shorts 13,300-ft. 1 <sup>1</sup> / <sub>4</sub> -in 7,500-ft.
1-in, Sap 25,000-ft, 1-y-in 1,000-ft.	2x10-in, and up 2,500-ft, 2 <sup>1</sup> 5-in 4,000-ft,
2-in. 1,000-ft.	1-in. Clear Face 42,000-ft.

### H. A. McCOWEN & CO. Louisville, Kentucky

	,			
	1st and 2nds.		No. 1	Common.
	220,000-ft.	4/4-in.		200,000-ft.
5/4-in.	50,000-ft,	5/4-in.		100,000-ft,
6/4-in.		6/4-in.		40,000-ft.
8/4-in.	8,000-ft.			30,000-ft.
10/4-in.	5,000-ft.	10/4-in.		10,000-ft.
12/4-in.	15,000-ft,	12/4-in.		10,000-ft.
16/4-in.		16/4-in.		4,000-ft.
5.11 773	delengency in No. 9 Common			

# THEODOR FRANCKE ERBEN, G.m.b.H. Cincinnati, Ohio

1st an	d 2nds.	No. 1 Common.
3/8-in	24,500-ft.	3 S-in
1/2-in	160,000-ft.	1 2-in
5/8-in	169,000-ft,	5 S in 20,000-ft
3/4-in	126,000-ft.	3 '4-in
	10,000-ft.	4 4-in 80,000-ft.
5/4-in	6.000-ft.	5 '4-in
6/4-in	2,000-ft.	6/4-in 34,000-ft.
8/4-in	6.000-ft.	8 4-in 30,000-ft.
4/4-in, Selects	11,000-ft.	No. 2 Common.
4/4-in, to 8/4-	in.	5/8-in 7,000-ft.
	trips 19.000-ft.	4 4-in, 22,000-ft.
		5/4-in. 15,000-ft.
		8 /4-in 95 000-ft

### GEORGE W. HARTZELL Piqua. Ohio

1 /	
1st and 2nds.	
3/4-in 18,000-ft.	3/4-in 3.000-ft.
4, 4-in 95,000-ft.	4/4-in 20,000-ft.
5/4-in	5/4-in 17,000-ft.
6/4-in 27,000-ft.	6/4-in 15,000-ft.
8/4-in 11,000-ft.	8/4-in 75,000-ft.
No. 1 Common	
3/4-in 5,000-ft.	4/4-in. Clear Face 20,000-ft.
4/4-in 55,000-ft.	4/4-in. Selects 15,000-ft.
5/4-in	Clear Squares.
6/4-in	15,000 pcs. 1½x1½x1½ x18" to 24"
8/4-in 32,000-ft.	25,000 pcs. 2x2x12" to 42"



The kind of timber that enables us to maintain our policy of



Honest Inspection Intelligent Selection



Hoffman Bros. Company, Fort Wayne, Ind.

### **Dimension Hardwoods**

Cut to Your Order

Save Labor Save Waste Save Time

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South Bend, Indiana

# The Mowbray & Robinson Company MANUFACTURERS Hardwood Lumber

MADE (MR) RIGHT

# Oak Flooring

Purveyors of Floors for Fastidious People Main office, yards and warehouse CINCINNATI. O.



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## If You Have Ever Seen a Sawmill Community

You will admit that our little town shown here has Litto term tell person for a little state for note of our whole to make a first person for a lossiness, and a commodity of distinction, which through greater care and closer

A dollar sacrations deg sacra noth a tracent stamp.

GEORGE C. BROWN & COMPANY, Memphis, Tenn. PAND MILL AT PROCTOR AR



# ardwood Recoi

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

### THE HARDWOOD COMPANY

Edgar H. Defebaugh, President Edwin W. Meeker, Managing Editor Hu Maxwell, Technical Editor

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Vol. XLI.

CHICAGO, OCTOBER 25, 1915





# Review and Outlook



### General Market Conditions

SOME INTERESTING FIGURES typical of all northern hardwood operations came to light during the past week at a meeting of northern manufacturers. Details of these figures will be found elsewhere in this issue. Briefly, they show that there has been a reduction in cut of northern hardwoods, particularly of Michigan stocks, of practically twenty-five per cent as compared to last year, and that since the first of July there has been an excess of shipments over cut of all grades of hardwoods of about 34,000,000 feet in lower Michigan alone. With the low-grade situation in bad shape all summer, the last two weeks have seen a marked development in the demand for poorer stocks in all of the Michigan hardwoods, and this is certainly equally true of similar woods on the other side of the lake, with the result that there has been a general increase that should average about one dollar a thousand in going prices. Manufacturers in that territory attribute the strengthened valuations to the bettering of the tie market and the influence of excellent conditions in the box manufacturing industry.

A close survey of the furniture factories, at least those within a radius of 500 to 600 miles of Chicago, reveals the fact that almost all of them are working now on full union time schedule. It is quite likely that in a good many cases the full quota of men is not employed, but at the same time forces are gradually being augmented because of a much better call for all classes of furniture. A specially pleasing part of this development is the increase in demand for furniture taking high-priced woods such as mahogany, and those in which expensive woods are used in the form of veneers. This has brought a much healthier tone in the veneer and fancy wood situation. A real impetus in piano sales has had its effect especially in the higher priced woods so that those handling quartered oak, mahogany, highly figured gum, American walnut and other similar raw materials are congratulating themselves on the present situation and the immediate outlook.

At the same time the call for goods in the moderately priced lines is continuing to show improvement even over the fairly satisfactory situation that has prevailed right along. Following the last furniture shows, which did not in themselves offer much encouragement in the matter of actual sales, there has developed a very good demand which is showing a consistent, continued character. Furniture dealers evidently have found that they could not get along with the depleted line of stocks which they had been carrying, and have been compelled to put in their orders for early delivery.

Cold statistics show that building records have been broken in a good many large centers thus far, the month of September especially being excellent. It cannot be said that the total building is in excess of records heretofore established, but the last figures certainly show up materially better than figures for corresponding periods of recent months. In fact, were these statistics not available the true condition of affairs would be indicated by a remarkable shortage of certain grades of flooring, particularly in the northern woods. It is stated that on certain grades an over-call of from 150 to 200 per cent above available stocks is a matter of immediate fact, and that in all grades the call for hardwood flooring is excellent.

HARDWOOD RECORD notes in another editorial an instance which, while in itself of no great moment, is particularly encouraging to handlers of southern stock. There has been a persistent rumor in the last few weeks that stocks of gum were nowhere near what they were supposed to have been, and the instance referred to in which a furniture manufacturer asks for immediate shipment on a car of sap gum without breathing one word of price or other specifications, certainly shows that these rumors are based on fact. The true state of affairs is always revealed most pertinently by instances of this character, and there have been a great many of them in the last few months which the trade is entirely justified in accepting as indicative of change of front on the buyer's part. For instance, a large northern manufacturer told recently of having offered a certain line of stock at a price that was two dollars over what he had been receiving up to then. His knowledge of stock conditions and of the trade demand convinced him that the lumber was worth more than he had been getting. The figures did not seem to startle the purchasing agent, who, however, asked for a few hours of grace in which to consider the proposition. The order was placed by telephone the same afternoon.

The northern manufacturers are already getting substantial benefit from the better tone in the yellow pine markets as hemlock has experienced a certain impetus that is going to carry it to a point several dollars over the low markets that have held all summer. Northern manufacturers are to be congratulated on their aggressive efforts to take advantage of all the ground they gain, through their pending educational campaign tending to familiarize architects and builders with the uses of hemlock for certain purposes.

### The Cover Picture

THE GLORY OF THE LOGGING YEARS has departed from the scene represented in the cover picture of this issue of HARDWOOD RECORD; but another glory has taken its place. The stream which comes into view with such strength and vigor is the Pere Marquette river that flows from the farms and forests of Michigan and pours into Lake Michigan at Ludington. It is not one of the large rivers

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chapter which has now drawn near its close. This was once a lumberman's river, as nearly all Michigan streams were, but it is no longer in that class. The landlooker, the lumberjack, and the boom and splash dam builders have gone, never to return. The forests which once sent down their logs by tens of thousands on the spring floods have nearly all passed away, and farms now occupy the favorite tracks in the tensor with cross. The tensors which yet go down are mere stragglers bringing up the rear of a great industry which made that region famous years ago. The calk booted log rider who was once a master of ceremonies has gone from the scenes of his former activities.

This stream has long enjoyed the reputation of being the most beautiful stream in Michigan. That is laying claim to a great deal, for Michigan has many rivers of rare beauty. The sportsman and the fisherman find it interesting. The game laws have extended their protection over it, and though it flows through a densely populated region, in some parts of its course at least, there are still good angling in its waters and shooting on its shores; but the farmers, for the sake of orchards and berry patches, watch with jealous care the huntsman and angler who follow the sylvan banks of the Pere Marquette.

The Nimrods and Izaak Waltons, with fowling pieces and fishing poles, must ever be on the lookout for the "no trespassing" notices, and must guide their steps accordingly, or take chances on running against obstacles in the shape of farmers at the edges of their fields ready to enforce the edict, "hitherto shalt thou come but no farther." It is not so open and free as it once was when the white pine's needles whistled in the wind and the woodsman's ax had not cut the covering that separated ground and sky.

### Northern Manufacturers Have Reason to Be Encouraged

WHILE REPORTS WERE NOT YET IN at the time this issue went to press covering hardwood operations in Wisconsin and the majority of the mills in upper Michigan, the statistics offered at the meeting of lower Michigan manufacturers at Detreit last Thursday show a condition that is well within the control of the Michigan operators, and which is giving continually increasing evidence that that element of the hardwood manufacturing trade is going to reap the reward of its sane, consistent policy of the last year.

The Michigan Hardwood Manufacturers' Association compiled statistics of the estimated cut and actual shipments for a certain period, but on account of the unusual state of affairs as prevailing during the past twelve months, the report was made more frequently than ordinarily. Thus the figures as compiled up to the first of October show the actual cut to that date for the first nine months of this year. Naturally reports prior to that date were for estimated cut, but a close comparison of the two develops the fact that the cut for 1915 at Michigan mills in the lower peninsula will aggregate only 360,000,000 feet, which offers a very favorable comparison with the cut of 470,000,000 feet of hardwoods in the same territory by the same mills during 1914.

The October first report shows that there is on hand but 194,000,000 feet of No. 2 and better hardwoods as compared to 211,000,000 feet in 1914, and that since the first of July the stock at the mills has decreased by 34,000,000 feet, which means that the Michigan manufacturers sold and shipped just 34,000,000 feet of hardwoods over the amount produced. Of this quantity 23,000,000 feet is maple, and of the 23,000,000 feet 19,000,000 is No. 2 and better.

Owing mainly to the indisposition on the part of the railroads to purchase any quantities of ties, No. 3 hardwoods have shown a slow and cheap market up to a recent date. About two weeks ago the market for No. 3 hardwoods began to stiffen with a large call for

ties from Michigan railroads and steadily increasing box orders, with the result that during this period the market for No. 3 hardwoods has risen one dollar a thousand.

The most instructive lesson from these figures is the proof which they give that it is not necessary to combine to maintain sane action among lumber manufacturers. The only thing necessary is to educate manufacturers to the necessity of their taking individual action for the good of their own industries. The reduction in cut is the direct result of previous reports of the market conditions committee of the Machigan Hardwood Manufacturers' Association, which merely established the actual condition of affairs and allowed the manufacturers to make their own deductions as to a wise policy for the future.

### Tested by Storm

A MIGHTY BLACK EYE was administered to one branch of the substitute propaganda in the South during the recent storm which swept with almost unprecedented violence across three or four states. In some localities the wind exceeded a velocity of one hundred miles an hour, and towns and cities lay directly in its path and caught the full force of its attack. Southern Mississippi, the whole coast of Louisiana, and all of Texas bordering on the Gulf of Mexico, felt the impact of the storm of wind and rain.

The first lesson learned from the visitation was that the wooden shingle stood the test and that most substitutes like slate, iron, paper, felt, and the whole line of patented and unpatented roofing preparations, were found wanting. It is true that the test was unusually severe, but the real value of roofs is proved by the severities which they are able to stand. The old fashioned wooden shingle, fastened on with the old-fashioned nail, held its place while roofs of far more expensive material were whipped off by the hurricane. The largest damage reported from the storm-swept districts was due to rain which poured into unroofed houses. There was no way to protect furniture, libraries, and other contents from the heavy rain. Damage was greatest in the large towns where building ordinances forbid the use of wooden shingles. In the suburbs and in the country the roofs of wood held fast.

The object lesson was a severe one but it has not been in vain. It demonstrated in a manner easily understood, that the agitation and legislation against shingles have been ill-advised and have done a great injustice to the best roofing material within reach of the ordinary builder. People had taken for granted that the outcry against shingles was based on reason; but the storm brought out facts in their true light, and the advocates of roofing substitutes will have many hard questions to answer when they again push their products.

The attack against shingles in cities has been based on fire danger; but the failure of substitutes to stand the storm in New Orleans has, according to the press of that city, caused more loss in three days than has ever been caused by fire. The old-time school debating societies used to discuss the question whether fire or water causes greater loss. As far as New Orleans is concerned, the decision has been rendered in favor of water, through the aid and instrumentality of substitute roofing materials.

So far as fire danger increased by the use of wooden shingles is concerned, measures have been devised whereby that can be largely overcome. Wood may be made fireproof. Treatment by paints and chemicals is now within reach of those who wish to take advantage of it; and still cheaper processes are being tried out and are doubtless soon to be perfected. The fire argument as urged against shingles is losing most of its force since science has largely succeeded in mastering that danger.

In the southern districts visited by the late storm the leading shingle wood is cypress. That excellent wood has roofed southern homes ever since the red man's wigwam gave place to the white man's abode. It has covered the hovel and the mansion house of the wealthiest plantation; and the cypress shingle has never failed to do its duty and to afford the protection demanded of it. It has been called the "wood everlasting," and the name is not undeserved. The latest test which it stood in the teeth of a hundred-mile hurricane has amply sustained its past reputation, and has proved again that

wood in its proper place is superior to most substitutes which are seeking to crowd it out.

The western red cedar, the California redwood, the northern white cedar, and white pine, not to mention other widely known shingle woods, stand as high in their respective regions as cypress stands in the South, and the unreasonable attacks upon wooden roofs may be expected to show a decided weakening from now on. The hurricane was a big blow, and it administered a hard blow to the unfair campaign against wooden shingles.

### Stocks Are Actually Low in Some Woods

Possibly the following brief but significant communication addressed to a prominent sawmill firm in Chicago, which operates mills in the South, is not a regular occurrence even with this firm, and possibly this communication is not typical of the correspondence of all other hardwood operators, but it does give an indication of a condition that cannot justly be overlooked. The letter, dated September 22, 1915, was addressed directly from a furniture manufacturing institution to the above referred to firm, which is not in a position to command this company's business, regardless of conditions. In fact, it has not sold to this particular buyer for quite a number of months. The consumer writes:

"Gentlemen: Please rush one car 4/4 No. 1 common sap gum." If this lumber company had the call on this business at all times there probably would not be any significance in the above letter, but considering the fact that the two firms are not linked with any bonds of sentiment or any unusual personal friendship, the entire absence of requests for prices or other conditions really shows that the tendency is toward a seller's market.

Those pessimists who cannot see very much light in the sky surely will be given some measure of hope from the fact that large buyers, whose purchases are made in an intelligent manner, are so anxious to get their stock that they do not stop for price quotations, simply specifying that shipment shall arrive as expeditiously as possible.

### Rated Too Low

INDERESTIMATION OF OUR FOREST RESOURCES has been common in the past. Now and then evidence of this comes prominently to the front. A recent instance is seen in the case of black walnut. It was generally supposed that the reason why the annual cut of this beautiful wood had fallen below fifty million feet was its scarcity. Many persons believed that walnut was so nearly exhausted that it could no longer be had in larger quantities. The sudden revival of demand has disproved this. Walnut has poured into the market during the past year. No one yet knows how much has come out of the woods in the last twelve months; but doubtless the cut has been three or four times as great as last year. If this timber had not been in the woods it could not have been brought out on demand.

Walnut has not been the only wood whose quantity has been underestimated. Some ten or fifteen years ago the government threw a scare into the public by sending out maps of the principal forested regions of the United States, with legends indicating that the timber in one area would be gone in from ten to fifteen years, that in another district might last twenty years, and in some other region the end would come a little sooner or somewhat later; but the summary indicated that the timber famine was right upon us.

Well, the time is about up and the famine has not pinched yet. It was simply an underestimate of the country's forest resources. It was not done intentionally, and the motive in spreading the alarm was patriotic; but it was done on too little information. There was much more timber in the country than the estimators supposed. They guessed with good intentions but the guess was wild.

It bore results in two directions, one of which was certainly not intended. The alarm over the approaching timber shortage keened the interest of the public in the matter, brought support to the Forest Service and caused it to expand to a greater degree than ever before. That result was good. The misinformation concerning the supplies happened to accomplish desirable results by giving the country a strong bureau of forestry. But there were other results

also. There can be no question that the same defective information had much to do in giving the country free trade in lumber. Some may think it was a good thing, but others do not think so.

The free trade propagandist seized upon the government's figures which foretold a famine in home timber supplies, and used these as texts for free trade sermons, urging that since our timber was so nearly used up we should admit foreign lumber duty free to relieve the drain upon our own. The argument seemed reasonable to those who did not know that we still have plenty of timber; and the tariff was taken off. This discussion is not meant to be a plea for or against protective tariff on lumber, but simply as another proof of the well known proverb that

> "Full many a shaft at random sent Finds mark the archer little meant.'

There is danger in estimates which are too low as well as in those too high. "Make it low and be on the safe side" is not always a sane policy to follow. The government has published another voluminous and almost interminable set of estimates of timber, of later date than the maps above referred to. These later estimates were the work of the Bureau of Corporations, showing the standing timber of the United States. Though the whole work was never completed, and the portions which were finished are very hard to summarize or understand, yet as nearly as their meaning can be squeezed out, the figures show that at the present rate of cutting, there is enough merchantable timber in the United States to furnish lumber for between seventy and eighty years. This estimate may be and probably is pretty wide of the mark; but it is evident that there is still a lot of timber in this country and that it is well worth taking care of by means of a protective tariff wherever its market is liable to be injured by the admission of foreign forest products.

### English Criticism of Consignment Shipments

E VIDENTLY AMERICAN SHIPPERS of lumber are not the only ones laying themselves open to criticism in the matter of shipping large quantities of stock of different varieties to English markets on consignment.

The Canada Lumberman recently received a letter from Liverpool from a man in touch with the situation abroad. He very openly criticized Canadian shippers of yellow pine for the error of judgment in shipping to England, on consignment, large quantities of pine lumber which even in normal times are unsalable, but at present cannot be sold at all or at any rate not within a substantial margin of what the shippers need even to get their money back. These goods are landed in England on the war rate of freight to which must be added marine and war risk insurance, canal tolls, storage charges payable in cash with five per cent interest from date of arrival. In the case of the item mentioned in the communication the shipper has standing to the debit of these goods the considerable sum of ten pounds or about fifty dollars based on the "standard" unit, which he has conceded for the privilege of transferring his goods from his stock in Canada to the storage grounds in Manchester.

Records do not indicate that immediately succeeding the big fires that have made their mark in history in this country, such as the San Francisco disaster, the Baltimore fire, and others, lumbermen immediately loaded up all the stock they could get their hands on and rushed it headlong onto the markets regardless of its kind, grade or adaptability. There is no more logic in shipping goods unintelligently consigned to the English market than there would have been to have loaded up the entire yard stock onto freight cars to be rushed into San Francisco when the fire was over.

While a good deal of the stock would be taken care of were there an actual paucity of lumber in England, regardless of whether it exactly fitted requirements or not, the incontrovertible fact remains that there is, according to all indications, plenty of the usual runs of lumber for the purposes demanding it. Much as some of the manufacturers on this side would like to see a few more empty piling foundations in their own yards, it hardly seems good business or even common sense to pay a premium for the sake of having their own stock laid out at some English port without a buyer, merely for the chance of getting it off of their yards.



# Indiana's Wood Using Industries



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*tractive figure; and sometimes large barks are saided into artistic
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extensive use in the state for handles as shown by the table below,

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Three Callegors control the Automate forest, the common or conthern spices. I do ame acrony, and downy basswood (Tibia pubescens) and white basswood (Tilia heterophylla) of southern range. The wood of one so much resembles another that no attempt is made to separate the species in the lumber yard. It would be very difficult to do so, and no practical purpose would be served. The wood is white, soft, light, and without figure. However, it is odorless, tasteless, and stainless and therefore in demand by manufacturers of kitchen furniture and shipping containers intended to hold food. These are the use tor which the largest quantities of basswood are demanded in the state. Indiana's factories use over twice as much basswood annually as its sawnills cut into lumber, the factories demanding 12,852,003 feet and the sawmills cutting 5,615,000 feet in 1913. Table 17 indicates that over 60 per cent of the state's basswood lumber cut was used by factories in the state.

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thg, pature	S70 000	61.77	27, 29	23,740	40,000	530,000
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ments	677,000	5.27	41.58	28,150	102,000	575,000
Agricultural im-						
plements	550,000	4.28	1112 1117	18.450	175,000	375.000
Planing into pile	311 000	2.42	22 111	7.045	256,000	25,000
Woode trivate a re-					,	211,000
novelto-	\$166 HBG	2.33	27.67	8 300	300,000	
Vehleles and ve-					.,,.,.,,	
hiele rearre	211.700	1.65	33.07	1.673	73,700	138,000
Sash, doors, blinds				1	110, 4	100,000
and general mill-						
Work	16,5 0000	1.31	25, 92	1.355	42,000	126,000
Plumbers week	***		- ' -	4 11.714	¥ = . · · · · · ·	1 = 0,000
World.	100.000	7.5	18 00	1,800		100,000
Sowing the planes	60 000	1.7	35 100	2,100		80,000
Lak tinde vertice	1,1.7 171111	* *	.,,	_, 11111		50,000
ATH AN	50 000	1274	25 000	1.400	50,000	
Chairs and the			~ ~ (111)	1, 4000	.41,174141	
Monk	37.338	29	19.04	722		0.00
Clear Luxus	25 000	10	1,6, 190			37,338
Fixtures	20.000	15	20, 000	1,650	20,000	25,006
taskets out of the	17 000	1	20.12			121111
Dowels	15 1000		20.00	495		17,000
		1 2		150		15,000
Cath Contaction from	10.480	(15	27 67	200	5,450	5,000
Dairymen's, poul-						
terers' and app-				***		
arists' supplies	1,000		22.00	407 000	1,000	
Mag. ( ) 17 + 0 as	1.137,000	4 47	345 (41)	15,5710	125,000	1,012,000
***						
T	12 852 603	100.00	C21 T5	8018,127	3,756,715	9,095,285

TSIS OF BASSWOOD Alarm tills, tops
Alarm tills, bottoms
Automatic bowling alley bottoms
Backing for enameled work
Backs, buffets
Backs, buffets
Backs, chufforners
Backs, chifforners
Backs, dressers
Backs, dressers
Backs, kitchen cabinets
Backs, wardrobes
Backs, washstands
Baskets
Baskets
Baskets Cars, motor Cases, band instrument Cases, book Cases, clock Cases, clock
Cases, cornet
Cases, drum
Cases, medicine
Cases, sample
Cases, wall
Case work
Colling, car hood
China closet, interior
Cornino Baskets, grape Bedsteads, bidden work Boohlyes, ampen work Boohlyes, pastry Boxes, herry Boxes, cigar Boxes, packing Brendboards, kitchen cabin t Bucket bottoms Bucket covers Cupboards Dosks, mail wagons Drawer bottoms, kitchen cabinets Egg cases I yeelslor Filling cabinet, tops and shelves Bucket covers Finish, exterior Finish, interior Buggy repairs Canopy frames, surrey Cars, freight

7

Frames, buggy cushion Frames, picture Frames, store fixture Fruit drier Furniture, dining room Grilles Handles Handles, chisel Handles, file Horse rockers, children's Hullers, clover Interior frames, store fixtures Interior work, office desks Keys, piano Kitchen cabinets, interior work Locomotive woodwork Molding, casket Molding, plano case Molding, picture Novelty furniture Organs Panorama, religious Piano cases Piano fronts

Seat frames, chair Seats, chair Separators. threshing machine Separators, threshing mach Serving tables, hidden work Sewing machines Shelving, kitchen cabinet Showcases, inside work Sideboards, interior work Siding Siding Slats, bed Stands, typewriter Step ladder steps Swings, porch Table tops, kitchen cabinet Tops, kitchen table Tops, piano Trunk boxes Tubs, washing machine Wagon dashes Wagons Water closet tank backs Weather boarding Window rollers

### Birch

There are several birches which furnish lumber, but most of the product comes from two, viz.: Sweet birch (Betula lenta) and yellov. birch (Betula lutea). Paper birch (Betula papyrifera) is cut largely in New England but is used chiefly for novelties, toothpicks, shoe pegs, and spools. River birch (Betula nigra) is sometimes cut into lumber, but it is of poor color and lacks figure. The birch seen in fine furniture and finish is cut from the sweet and yellow species. Sweet, yellow, paper, and river birch all occur in the state, but none of them in large amounts. Birch is one of the finest cabinet woods of the country, and its consumption has greatly increased in recent years. It is often finished to resemble mahogany. The wood is of a rich brown or reddish color, often finely figured. The value of the wood for the manufacture of boxes and crating is shown by the fact that makers of boxes and crates are the largest purchasers of birch lumber in the state. The price paid for it indicates that low grades are purchased. Other industries reporting this wood pay prices which indicate better grades. The small lot listed under miscellaneous was carpet sweeper material, and at \$200 per thousand feet was doubtless curly birch which has a very attractive figure.

Т	ABLE 18	CON	SUMPTIC	ON OF BIL	RCH	
	Quantity			Total cost		
		ally.				Grown
,	Feet b. m.			f.o.b.		
	reet b. m.		1,000 ft.	ractory,	1 D. m.	Peet b m.
Industry.	1 1157 11611		A 4 5 (11)	A 80 000		
Boxes and crates.	4,675,000	48,07	\$15.02	8 70,225	25,000	=4,650,000
Vehicles and ve-						
hicle parts			44.98	68,385	500	-1,520,000
Furniture	961,279		27.61	26,538	38,000	923,279
Planing mill prdcts.	-886,120	9.11	41.47	36,743	57,000	829,120
Sash, doors, blinds						
and general mill-						
work		5,86	36,41	20,753		570,000
Plumbers' wood-						
work	522,000	5.37	32.46	16,943	50,000	472,000
Chairs and chair						
stock	188,528	1.94	20,32	3.830		188,528
Frames and mold-	**********	2		0,110,0		11111,11211
ing, picture	112,000	1.15	46.46	5,204		112,000
Fixtures	103,000	1.06	36.07	3,715	3,000	100,000
Refrigerators and	100,000	1,00	50,01	0,110	5,000	100,000
	0.1. 700	4) 4	90.01	2 001		0.0.00
kitchen cabinets	91,500	.94	30.61	2,801		91,500
Musical instru-		_	10.13	0.00		
ments	76,000	.75	43.16	3,280		76,000
Pulleys and con-						
veyors	10,000	.10	18,00	150		10,000
Sewing machines	6,000	.06	50,00	300	3,000	3,000
Car construction	2,204	.02	34.03	7.5		2,204
Miscellaneous	500	.01	200,00	100		500
_						-
Total	9,724,631	100.00	\$26.64	\$259,072	176,500	-9.548,131

Reds Benches Cabinet work Cabinets, kitchen Cases, carpet sweeper Chair bottoms Chair rockers Closet seats Closet tanks Cores, piano case Conveyors, feed grinder ouches. Cournes
Crating
Davenport ends
Doors, chifforobes
Doors, wardrobes
Drawer bottoms, kitchen cabinet ressers Dressing tables, exterior work End rails, chifforobes

USES OF BIRCH End rails, wardrobes Fixtures, bank Fixtures, store Frames, picture Interior finish Molding, piano case Molding, picture Organs
Planos
Postoffice table tops
Rockers, chair
Seats, water closet
Sewing machine cabinet work
Stair work
Stools
Tables, dining
Tables, library
Tanks, water closet
Tops, postoffice furniture
Washstands Organs

### WHITE ELM

Four elms, possibly five, are sawed into lumber in the United States, but in statistics of output the lumber of all is listed at the

mill yard as if cut from a single species. Botanists clearly distinguish the several elms as white or gray (Ulmus americana), cork or rock (Ulmus racemosa), red or slippery (Ulmus pubescens), wing chin (Fluins alata), and cedar elm (Fluins crass(tolin)). The si winill cut of all elm lumber in the United States totaled 214,532,000 feet in 1913, of which Indiana produced 20,624,000 feet, and ranked third among the states. Those above it were Wisconsin and Michigan. It is not known what part of the country's output of elm lumber is white elm and what belongs to other species, but there is no question that much more than half is cut from the former. It is most abundant and most widely distributed of all. Its range extends from Newfoundland to Saskatchewan in Canada, and thence southward to Florida and Texas. It is found in every state east of the Rocky Mountains. The wood has little figure, and is of monotonous color, but is susceptible of finish which adds much to its appearance. It is tough, moderately strong, and when cut thin it may be bent with ease. An example of this is seen in the coiled elm hoops which fill an important place in the cooperage industry. The wood splits with difficulty and that quality places white elm along with cork elm in favor as hub stock in wagon factories.

More than half the white elm reported in Indiana was consumed in box factories. It possesses properties which give it special value as crate stock, one of which is the facility with which it may be bent to make crates of circular or oval form. The accompanying table shows the use of white elm in fifteen industries in the state, and the price paid for it by each.

T.A.1	3LE 19 (	ONSU	MPTION	OF WHITI	S ELM	
	Quantity annua Sect b. m.	illy.	Av. cost 101 1,000 (1	Total cost f.o.b. factory,	Grown in Ind.	Grown out of Ind.
Industry,		,	1,110111 11	ractory.	reet n. m.	Feet b. m.
Boxes and crates Vehicles and ve-	5,045,000	54.87	\$16,03	8 80,881	2,960,000	2,085,000
hicle parts Marsical instru-	1,075,000	11 69	27/20	29,240	550,000	525,000
mencs	\$15,000	8,80	31.75	25,875	390,000	425,000
stock Refrigerators and	659,086	7,17	22.66	14,938	345,622	313,464
kitchen cabinets	436,400	4.75	24.91	10.870	412,000	24,400
Furniture	345,500		20.89	7,217	201,500	144,000
Agricuitural im-				.,		144,000
plements	200,000	2.17	26.00	5,200		200,000
Laundry appli-				. ,		=,
ances	150,000	1.63	26.67	4,000	150,000	
Planing mill pdcts	129,000	1.40	20.08	2,590	129,000	
Fixtures	100,000	1 00	20.00	2,000	100,000	
Dowels	25,000	.27	29.60	740	5,000	20,000
Sash, doors, blinds						
and general mill-						
work	20,000	.00	30,00	600	20,000	
Woodenware and						
novelties	10,000	.11	18.00	180	10,000	
Car construction	8,000	.09	33.75	270	5,000	
Gates and fencing	5,000	.05	30,00	150	5,000	
Miscellaneous	172,000	1.87	15.09	2,595	122,000	50,000
Total	9,194,986	100,00	820.37	\$187,346	5,408,122	3,786,864

USES OF WHITE ELM Apple boxes Egg cases Egg crates Apple boxes
Automobile bodies
Automobile body frame work
Automobile body seat frames
Automobile bows
Automobile construction
Automobile running boards Electric car repairs
Frame work, automobile bodies
Hay racks
Hubs Kitchen cabinets Kitchen cabinet partitions Kitchen cabinet shelves Automobile seat frames Baskets Basket handles Library tables Office furniture Bent chairs Bent hammock spreaders Boxes Box shooks Office furniture
Organs
Paper roll plugs
Pews, backs
Pews, ends
Piano backs
Posts, kitchen cabinet
Pulleys, packing strips
Pump buckets
Refrigerators
Rods, chair Box shooks
Brush backs
Brush blocks
Buggy bows
Buggy cushion frames
Buggy hubs
Cantles, saddletree
Chairs
Chair seats Rods, chair Rods, go-cart Sheathing Silo rims Chairs
Chair seats
Costumers
Crating
Crating, automobile
Crating, buggy
Crating, carriage
Crating, wagon
Crating, wagon Tables Tables
Trunk slats
Wagon bows
Wagon cleats
Wagon repairing
Washing machines
Washing machine dashers Cupboards Davenport frames Dowels

### HEMLOCK

Hemlock occurs in the central part of the state, but it is scarce and sawmills do not report cutting hemlock lumber every year. Most of the supply probably comes from Michigan, Wisconsin and West Virginia and perhaps some from Pennsylvania. The wood is coarse and some typical property of the transfer of the control low the state of the best of the state of the st State out to be recommended in the for West, things the North at a first or a first to riverly among the  $\Lambda_{\rm D}$  the hole of the energy of the hole kars making to appear a constant of the M to M the root, but apparently the same of a linear of hills to the factories programmally the property of a performance of the state of the closured by emotion and there the Largest decreases of the transfer of the state of the words as a second of the state of th show the companyant at a

1	1	1.0%	Million Co.	1 E. E. * * 1	· · · 1.	
1	Q '\.' 	n 1	λ π <sup>*</sup>		1+, 1+, 1 1+, 1+, 1 1+, 1 1 + 10	Grove ortofiled Lectibers
1	- 11	N. 1.1	\$1.00	6115		7,419,019
1 1 1 1 1	0.010	10	13.94			.02 013
No.						
1 + 1 + 1 + 1 +	1,1 7 (1.41)	4 1 5	16,72	→ 1 + √2 *4		2007 5000
F	m 1 1 1 1 1 1 1 1	- 7-	a 1441	· _ +>		240,000
1, 11						
the first term of the first	14. 772	1 4. 2	1 5 4, 4	200		142.77.
*Tar of raff of the	41.41.41	~	- 1 +++1	144.34		46,100
May him as mention						
tion	42,500	4.5	2000	56 F 76		42.500
Partiers a st. 1 Miles		34	2 - 301	1,1,11		30,000
Staple of the Park State						
and secretarian						
N " N	20.000	2.3	25 (0)	500		20.000
1 *.	8 810 200	100000	\$10.58	\$172,506		8,810,200
	1	SISOF	HEMIOC:	К		
Band who als, foun	dry		Hast	ks, foundry		
Planking threshing			Phone	ring		

Blocking, threshing machin-Blocking, 8 parator Bolsters, portage derrick Celling Coders Crating

Refrigerators Refrigerators
Siding, house
Stalves, book case
Shelves, clina closet
Shelves, cupboard
Shelves, wardrobe

### SILVER MAPLE

Silver maple is a name not used by lumbermen who call the wood soft maple, but the two terms are not entirely synonymous. Silver maple is the botanical name applied to a single species (Accr saccharinum), and soft maple includes two species, silver maple and red maple (Accr rubrum). Silver and red maple are found in practically the same territory, embracing a million square miles or more lying in the eastern half of the United States and southern Canada. The wood of the soft maples is soft only in comparison with that of sugar maple. All maple wood is hard when compared with basswood, yellow poplar, buckeye, and the white pines. Furniture makers are the largest users of soft maple in Indiana. Its whiteness and clean appearance are its chief recommendations. Its strength is below that of sugar maple, but it is strong enough for most purposes. Makers of boxes and crates are second largest users in the state. It is reported by fifteen industries in amounts set forth in detail in the following table:

TARI	E 91—CO3	csitui	TION O	F SILVER	MAPLE	
ş	Quantity and sa	.5-1	$\Delta x \leftarrow st$ $p = r$	forting to be fact ry.	Grown in Ind	out at Ird.
Industry Parather Boxes and crates	3 217,000 1,110,000		$\begin{array}{c} 825.24 \\ 16.61 \end{array}$	\$ \$1,210 18,935	$\frac{1,467,000}{775,000}$	1,750,000 $365,000$
Agraeutural im Parmenta	520,000	7.31	20.73	13,500	365,000	155,000
Musical instru- routs Sash, doors, blinds	385,000	5.50	26, 85	10,282	333 (00)	50,000
and general mill-	569,000	5.19	27 02	9,972	19,400	350,000
Vehicle and ve-		\$ 54	25.78	5 574	224,600	119,639
Pulleys and con-	272 900	4 22 0 50	25 (0)	7,500 9,125	150 tmo 122,000	150,000
Playground equip-	150 000	2 11	24 00	2 600	150.000	
Hartes	115 600	1 102	21.45	2.575	115 600	50,000
ett, site a till of the	100,000	1 \$1	21.10	2.150	75.000	25,000
Retrieved to the kitchen cabinets	12,000	.59	27.14	1,140	42,000	
Frames and mold- ing, parters Dairymens, poul-	3.00	-:	- + 17			17.8.600
arists' supplies .	1,000		23.00	6) 0 m+1 m-1	1,600	So 000
Maseel, do eas				8170 751	0.898 630	
		11	SILVER	MALLE		
***			411.0			

Bars, saddletree Chairs
Chair frames
Chisel handles
Couch frames baskets Bull wheels, oil well Cantles, saddletree

Basempert Having riv Distriction of a com-Distriction of the com-Irraws fronts commode Drawer fronts do no, to co Igg (1)
I to sen to see about
I to sen to see a see
I to sen to see a see
I to see a see a see a see
I not see a see a see a see a see a
Interior case were lectroche form ture
Interior (i.e. work, dining root)
furniture
Kitelen (article Colve
Kitelen (i.e.)

Partitions, bank fixtures Partitions store fixtures Pagno tenches Frincians Sea Schling, black flatures Shelving, store fixtures Side, folding feels Storm shields Swing posts
Lop , chiffonier
Lop , dresser
Lop , dresser
Lop , dressing table
Lop supports, dining
Wardrobe fronts Wood parts, machinery Wood pulley rims

### BLACK WAISTI

Indiana has probably produced as much black walnut as any other state, though exact figures showing the production do not exist. The best of the walnut had been cut before statistics were regularly collected. Many early farms in Indiana were fenced with walnut rails wholly or in part. The wood is durable, and thousands of those rails survived until the time of the Civil war, and were then manufactured into gunstocks. It is better suited for that purpose than any other wood of this country. Thirty or forty years ago, when walnut furniture was at the height of fashion, this state supplied large quantities of the best grades. In recent years this wood has become scarce, but is still demanded and is cut in nearly thirty states. In 1913 Indiana led with 10,194,000 feet, Ohio was second, Missouri third, and Tennessee fourth, and the total output was 40,-565,000 feet. It is the highest priced native lumber of the country, but the price has not increased in recent years. It was not as high in 1911 as in 1899. The dark color of the heartwood gives the tree its name. The sapwood is nearly white. The wood of old trunks is more valuable than of young, because they contain proportionately more heart, and it is also of deeper color. Black walnut is not generally highly figured, but burls, crotches, and the junctions of large roots with the trunk yield fine figures which may be cut into exquisite veneers. Though Indiana produces more walnut than its factories use, nearly three fourths of the demand is met by importations from outside the state. Much black walnut is cut which never passes through sawmills. It is exported as logs or is cut into veneer in this country. Factories in the United States report the annual use of less than 24,000,000 feet. The accompanying table shows that sewing machine makers consume nearly nine-tenths of the black walnut going to Indiana factories.

### VISLED 22 CONSUMPTION OF BLACK WALNUT

			Av. cost	Total cost		Grown out of Ind.
1				factory.		Feet b. m.
Industry.						
Sewing machines		88.78		\$363,500	772,815	4,144,000
Furniture	332 000	4, (20)	\$1.33	27,000	257,000	75,000
Musical instru-						
Tit Ti' -	140/200	2.53	115 65	16,225	79,300	61,000
Planing mill pdcts.	\$7,000	1.57	52,99	4,610	83,000	4,000
Hando's	2 , 000	4.5	10.00	1,000	25,000	
Primes and rest						
Ink, posture	10.000	1 %	110.00	1,100	5,000	5,000
Sash, doors, blinds						
and general mill-						
work	\$11, OHH	.15	77.50	775	10,000	
Fixtures	6,000	.11	50.00	480	6.000	
Patterns and flosies		1301	70.00	350	5,000	
Vehicles and ve-						
his les parts	1.000	14%	65.00	195		3.000
Car construction	1 49000	0.2	55,00	55		1,000
Woodenware a ne						
Tiers + It is so	3 110114	02	60.00	60		1,000
Machine construc-						
tion	5(10)	D.1	50.00	25	500	
Muse ellimenous	",( )1 }	€+1	200.00	100		500
Total	5,535,115	100.00	\$75.02	\$415,475	1,243,615	4,294,500

USES OF PLACE WALNUT

Automobile bodies Furniture, bedroom Book cases Cabinet making Furniture, office Interior milwork Cabinets, filing Organs 'abinets, music 'arving, furniture Parquetry Pianos Piano benches 'heval mirror: Piano cases Plano legs Pano moldings Plano pillars loset seats lommodes Piano stools Piano trimmings Porch furniture Exterior millwork Finish Fixtures, store Sewing machines Tables, library Wardrobes Wood mosaic Flooring Flour mill machinery Flour mill trimmings



# The Lumbermen's Round Table



### The Long Log Proposition

Long lumber, the delight, though not always the necessity, of the consumer, cannot be made without long logs: that seems to be fairly clear. Hence the problem of the sawmill man who is buying his logs in the open market is how to get people who own timber to cut the logs long. Through middle western and central southern territory, lumber manufacturers complain generally of the difficulty of getting a high enough percentage of 14 and 16 foot logs, which they need in order to "sweeten" the stocks which they are putting on their yards and offering for sale.

At that, however, experience in a good many cases has demonstrated that the concern which makes a definite effort to get more long logs can do so. One sawmill man who had given his log buyer special instructions along this line found that he was getting about 10 per cent more long logs than he had received before, and without paying any more money for them.

As a general proposition, however, one must admit that there is little incentive to the log man to cut his trees into long sections, especially if the trees happen to taper rapidly. Measuring the log at the smaller end gives him the worst of the deal on the footage proposition, and to avoid this he is naturally inclined to cut the logs as short as possible, 10 or 12 feet, rather than 14 or 16. To offset this, the log buyer ought to be willing to pay a sufficient premium for long logs to make up for this loss of footage; but the objection there is that the maximum price for long logs would soon become the regular price for logs of all kinds. The sawmill man has had too many experiences along this line to be anxious to establish a precedent in favor of higher prices.

Besides, the proposition is somewhat complicated in territories where veneer manufacturers are competing for the logs by the fact that the latter are not particularly anxious for long ones. They would just as soon have 10-footers as not, as a general rule, and hence the timberman, realizing that he has a market for his logs, long or short, is hardly likely to go out of his way to make them long.

Another practical angle on the subject is that the long log is less likely to be a clear log. That is, if the limbs grow low, the owner of the tree is certainly going to make his log short enough not to show the marks, especially as he can't see any increased value in the long log to make up for the loss of grade or the loss of footage, either. Not all sawmill men are clamorous for long logs, though some of them point out that in sawing tapering logs of this type, there is bound to be a greater loss in squaring up and edging, and that the results, as far as footage and grade are concerned, are better with the short fellows.

In broken country, where modern logging equipment is not available for handling logs, the tendency is of course to cut them as short as practicable, so as to make it easier to load and haul them. But this consideration in most cases is not of so much effect as the features to which attention has already been called.

Briefly, the sawmill man who wants long logs—a lot more than he is getting now—must be prepared to pay something of a premium for them, in order to induce their production; otherwise he can hardly hope to see the log men hastening to improve conditions in this respect without getting a quid pro quid.

### From the Consumer's Standpoint

Consumers are a bunch of tough guys.

Ask any lumber salesman; confirm his statements by the remarks of any lumber manufacturer.

Consumers want the lowest prices in the market, and won't consider anything but the quotation.

And yet-

The writer was recently in a furniture factory where the head of the business admitted that he was paying \$3 a thousand more for plain oak than he could get it for from other sources. But he pronounced himself perfectly satisfied with the deal, because he believed that he was getting better lumber.

He went into the factory and pointed to finished goods made of that material. They had looks and class; they had finished well; the oak, even the plain stock, had enough character to it to attract favorable attention.

"Lumber," said this consumer, "is the foundation of the job. You can't take scrubby, trashy lumber and get a high-grade table or case. You have got to have the best material to get the best results in the form of furniture. I know that a great many furniture manufacturers try to eat their cake and have it, too, by the simple process of buying the cheapest lumber to be had; but I know from experience that it pays to buy high class lumber. We are perfectly satisfied to Jay above the market price for this stock, because we are convinced that it has value in keeping with the price. And the way our customers approve the goods we are shipping them is just another proof that we are operating along the right lines."

Did you ever hear a lumber buyer talk like that? No? Well, maybe you haven't been using the quality argument as much as the price quotation line of talk.

### Opportunities in Custom Work

The concern which has a lot of expensive machinery in its plant naturally wants to keep that equipment operating as much as possible. When business is quiet, its own requirements probably do not furnish a sufficient volume of work to keep the plant going regularly. The obvious answer to the question of how to get good results under such conditions is to do the same sort of work for people on the outside.

Custom planing is a regular proposition, and so is custom kilndrying. Those with planers and kilns have seen the opportunities for profit in performing special service for others and this applies likewise to anybody else who has special facilities of any kind. A panel manufacturer recently ran across a dimension stock man who was auxious to have some jointing done. This was easy money for the former, and it saved the latter a lot of trouble, besides enabling him to cinch an order that could not have been handled otherwise.

Business of this sort is mutually advantageous and profitable. It enables the customer to get necessary work done in a convenient and economical way, and it gives the operator of the equipment a chance to keep his machinery going, and to make a profit on its use. Look around your plant and see if you have any out-of-the-ordinary equipment the use of which would be of benefit to somebody else in your town; and then, if you're not so busy as you'd like to be, sell them your services in that particular connection.

### Kilns in Wholesale Yards

Although practically all consumers of any consequence have their own dry-kilns, this fact does not necessarily mean that drying facilities are not needed by the manufacturer or whole-aler of lumber. On the other hand, it sometimes emphasizes the advantage of having kilns, because the buyer is in a position to appreciate it.

This was suggested recently by the report that a big wholesaler in an automobile factory center is planning to put in kilns in order to supplement those of his customers in that town, including some of the leading builders of motor car bodies. The latter have considerable kiln capacity, but often this proves to be insufficient; and to be able to get lumber already dry, and ready to go into the factory instead of the kiln, is quite an advantage.

The up-to-date manufacturer who is using hardwoods has as a fixed policy the plan of taking his lumber from the ear and putting it into the kiln, saving investment and handling expenses. Hence he doesn't like to yard any more stock than he has to, and as a matter of fact often has very little room in which to carry excess supplies of lumber. Hence, from this standpoint, also, the services of the wholesaler who will provide kiln space for his stock, and will hold it until he needs it, delivered at his factory door, is providing a feature which is well worth while.



# Sawmill Shop Talk



Better Lander to the contract that have the softer margine .. . Its last  $\begin{array}{lll} f(x,y,t) & g(x,y,t) & g(x,y,t) & f(x,y,t) \\ f(x,y,t) & f(x,y,t) & f(x,y,t) & f(x,y,t) \\ \end{array}$ · receive for a Special restriction of the second or this has been New Control of the Control of the Control the seconditie, of the National particles.
Unless the research rest to the commenter the transfer ground. and the terminal exempts in a We can be established with out as a key of that it will be by here as a by the when he can a war the grounds. A good remoty for it. South case to a two of the or asplidt paper between the post or is and the consistency of the latest of the post should be painted with tar or asphalt paint, then the paper applied and then on the outside of this another coat of paint applied to insure its waterproofing qualities. With these precautions taken there should be little trouble from decaying post ends, and the setthing incident to shrinkage and the timber drying out to any extent happens only once, after which a careful readjusting and aligning of the machinery equipment ought to make it stand firmly.

### Fire Brick in Boiler Furnaces

It is doubtful if enough attention is ever given to the selection and use of fire brick for lining boiler furnaces, because one seldom sees a sawmill boiler furnace which conforms to the ideal in furnace linings.

The heat in a boiler furnace isn't much compared to the high temperature and hard service that fire brick must stand up to in some other lines of work, and it should not be difficult to get fire brick of a quality necessary to stand the heat fairly well. As far as possible only such bricks should be used as are smooth and evenly formed, with the corners well filled out and comparatively sharp. Broken and rounded corners are bad in fire bricks for they mean a heavy daubing with clay mortar, which too often cracks and drops out after a little firing, leaving a rough wall. The truer the fire bricks are, the neater and smaller can be made the mortar joints, and these things contribute largely to the ideal furnace lining.

Where the furnace requirements are very severe in other lines of industry, specifications for laying fire bricks call for a mortar joint not more than one-eighth of an inch thick and sometimes on the flat or horizontal joint it is reduced lower than this. Sometimes the fire brick is merely dipped into a thin clay mortar and then hammered into position instead of having a mortar bed put up on the previous brick

The average brick layer has a habit of making mortar joints from three-eighths to three-fourths of an inch thick, and this is about the worst habit he could have when it comes to laving bricks in a boiler furnace, for these thick joints cause settling down of the wall and the mortar cracks and drops out, making a ragged inner wall that often develops air leaks.

The best idea is to get fire bricks true to form with smooth sharp corners, then insist that no mortar joint shall be thicker than one-eighth of an inch. You may have to stand over the average bricklayer with a club to get this, but in this direction lies success. Once you can get fire bricks properly laid with very thin joints and the mortar made of a good clay, the work will stand much longer and give better service than if laid haphazard with thick mortar joints and a lot of pieces and patches in the wall,

### Power Waste in Conveyors

The average sawmill man is a most profligate power user and power waster. One of the most prolific sources of waste is in the construction and operation of waste conveyors. Sometimes one finds a sawmill where more power is consumed in the net work of conveyors used for handling sawdust, slabs and trash than is required to drive the actual producing machinery of the sawmill. At times there is a useless number of such conveyors and at other times they are unnecessarily burdensome in their power requirements. We have reached the period in sawmill economy where a scientific study should be made of conveyors, their cost, power requirements and the service ren-

new 16. The second of the conveyors that Institute a contract of the most state of each sawd, t carrier,

For example, it is well known that in handling dry logs much less power is required to pull them into the mill on a good truck than to bring them up on the ship and bull chain used for snaking logs out of a log pond. Moreover, there is a chance to reduce the power load materially by the proper selection and maintenance of trucks and hoisting gear.

On the conveyors used in the mill for handling sawdust and chips from the hog, and trash of various kinds, there are some which do not handle enough material to justify the investment in equipment and the power consumed. There are others which are unnecessarily extravagant in using power. Eventually the point will be reached where that expensive slab conveyor will be a thing of the past. The slabs will be worked up until all that is left of them will be consamed in the boiler furnace.

All around us there is a chance for power economy and greater manufacturing efficiency by a careful study of conveyors, with a view to reducing them to a sensible minimum in both the cost of original equipment and the power required for operation.

### Log Washing or Saw Filing?

Some sawmill men find it a sort of toss-up proposition whether they should do log washing or more saw filing. Where logs come out of the water they naturally have some of the dirt and grit washed from them and the water on the surface softens what remains so that as a rule saws will stand up longer and do good work without

Knowledge of this fact has led to the use of water on logs handled dry from the ground. Different methods of spraying or washing are followed. Some use a spray on the log deck, but the common practice consists of turning a stream of water on logs as they come up the slips just before going into the mill. In either case the washing or wetting of logs calls for quite a lot of water, and this in turn requires the operation of pumps as well as the installation of the equipment. It makes it easier on the saws, but the question is, does it cost more than it saves?

Various answers are given to this question. Some profess that it is cheaper and more satisfactory generally to cut the logs dry and do more filing. Others take the position that everything possible should be done to clean and soften the bark of logs to make saws stand up longer and do better work. Still others consider it a sort of toss-up proposition. Perhaps local conditions are a factor and often the question of satisfaction hinges largely on personal preference.

### Ideal Sawmill Construction

There seems to be a jarring note in what we have been inclined to accept as the ideal in sawmill construction. It is almost a joke on some of the sawmill men who have built what they thought were the ideal mills, using concrete and steel, and later have had occasion to join in exploiting lumber and timber for structural purposes. A mill man of wide experience recently said that he knew of a neighboring concern, operating a mill of all concrete and steel construction, which had lost several of its best men because of the unusual noise resulting from the operations of the mill.

A sawmill or other woodworking plant is something of a noise maker at its best, but in the case of steel construction on concrete foundations, that noise becomes more pronounced and shrill. The millman telling the story said the mill was built on a concrete base, but on this they put wooden beams, joists, floors and wooden posts above. This seems to have proven a better form of construction than the steel frame because the wood softens the noise and the concrete furnishes the firm foundation.

Concrete for foundation work is really the most important item in mill and factory construction. This is where concrete is at its bestwhen in the ground to furnish foundation.



# Phases of Employment Contracts



In both lumber producing and lumber using industries, as well as in other lines of business, there is an increasing tendency on the part of highly trained employes to demand some definite form of employment contract, especially securing themselves against discharge for a stated period. And, on the other hand, an employer frequently finds it advantageous to bind a valued employe for a certain time.

A contract of employment presents many interesting, as well as important, legal aspects which should be mutually understood.

The terms of an engagement having been agreed upon, the question arises: Must the contract be reduced to writing? Yes, unless the term of employment is to end within one year from the making of the contract, or unless the hiring is for an indefinite period. In nearly every state there is in force a law which declares, in effect, that no suit shall be brought upon any oral agreement that is not to be performed within the space of one year from the making thereof, and this statute has been frequently applied by the courts to employment contracts.

Laws of the state governing employment become a part of every agreement for hiring, regardless of whether they are mentioned in the contract or not, or are even known to the parties; and any provision of the contract is void if it violates an express statute. Examples on this point are afforded by statutes which forbid Sunday labor or limit the hours employes may work.

An important principle governing employment contracts, as well as agreements in general, is that neither party to a written contract will be permitted to contradict its terms by showing an oral agreement at variance with its express conditions. But verbal agreements may be shown on points as to which the writing is silent.

To be enforceable, the contract must be definite in its terms. Thus contracts have been held to be invalid where they failed to show what position the employe was to fill or what salary he should receive. The agreement need not specify the duration of the contract, but if it does not it will be terminable at the will of either party.

The question frequently arises whether a company is bound by a contract of employment made by one of its representatives. The answer is made by the law to turn upon the question whether the representative had implied or express authority to make the contract. The manager of a manufacturing company is clearly vested with implied power to bind the company by any reasonable contract of employment, in the absence of express limitation upon his authority.

In the absence of agreement to the contrary, an employe's right to salary for the full contract period is not defeated by his employer's retirement from business, through dissolution of the firm, insolvency or sale of the business. But, of course, if the employe continues in the service of the successor to the business, waiver of further claim against the old firm may be inferred.

Unless the contract is to run for a fixed time, an employe may quit whenever he chooses, with or without reason, and the employer has the reciprocal right of discharging him at any time without assigning any reason. So the West Virginia supreme court of appeals decided that employment at a monthly or annual salary, if no definite period is otherwise stated, is presumed to be a hiring at will, which either party may terminate at his pleasure. Employment at a specified rate per year is not an engagement for a year, but merely at will.

As lately declared by the New Jersey and New York supreme courts, an employment contract for a definite period may be continued for a like period by acts indicative of intent to that effect.

Where right is reserved to discharge an employe on certain notice, the employer is liable for salary accruing during that period on summarily dismissing the employe.

A manufacturing company, in engaging the services of any person who applies for a responsible position is entitled to assume that he possesses sufficient qualifications to fill that position efficiently, and would clearly be entitled to discharge him for incompetency afterwards discovered. In other words, an employe impliedly warrants

that he is reasonably competent to discharge the duties of a position which he accepts.

Any disloyal or insubordinate act will, of course, justify a discharge. It has even been held by the United States circuit court of appeals that the employer need not await commission of an unfaithful act; that any conduct evidencing an unfaithful disposition is sufficient. But rudeness provoked by the employer will not excuse a discharge.

As a general rule, the damages recoverable against an employer for unjustified dismissal of an employe before expiration of the period of hiring is the amount of wages or salary which the latter would have earned under the contract during the unexpired period, less what he earned elsewhere after his discharge, or could have earned in the same line of work had he used ordinary diligence to secure a new position. An employe, although wrongfully dismissed, cannot remain unnecessarily idle and recover full salary as the measure of his damages. He is entitled, however, to allowance for any reasonable expense incurred in securing new employment. And he is not required to avail himself of an opportunity to obtain another and less remunerative line of employment.

If the employe breaks his part of the contract by quitting before the end of the term, without justification, he is liable for damages sustained by the employer in consequence, and the latter is entitled to retain sufficient funds due the employe as salary to cover the amount of such damages.

### To Make Use of Hardwood Ashes

The manufacturers of hemlock and hardwoods in Wisconsin and upper Michigan through the Northern Hemlock and Hardwood Manufacturers' Association have under consideration a plan, looking toward the conservation of a product which has heretofore been a waste.

It is planned to have established in this state a plant or plants for the transformation of hardwood ashes into fertilizer. Hardwood ashes are rich in potash, which is one of the recognized forms of fertilizer. An investigation is now being made of the feasibility of having a central plant, located at some convenient place, to which hardwood ashes can be transported in carload lots and transformed by a chemical process into commercial potash.

The suggestion has been made that the cost of freight on the ashes may be too great to make that plan feasible. That is one of the matters to be investigated. If it is proved that such is the case, unit plants on flat cars may be provided. These plants will be taken to the various places where hardwood ashes are available and the first process of reduction performed there. Then the crude form of potash may be transported to a central plant for refining to be placed on the market.

The use of potash for fertilizing purposes is said to be accepted more and more generally. In the eastern states, where much attention is given to the subject, potash is very popular. In Wisconsin and Michigan potash is becoming more generally used and it is planned to have these states supply their own fertilizer, as far as possible.

Until the breaking out of the European war much potash was imported from Germany. That supply is now very much curtailed and the market for the product is becoming more extensive. It is now planned to take advantage of Germany's handicap and to develop in Wisconsin and upper Michigan a new industry which is clearly one of conservation, not only of waste product but of the soil itself.

A paragrapher who has evidently caught some glimmer of the shingle boosting movement says the young lads will hope that the Buy-a-Bundle-of-Shingles movement does not grow popular with the school teachers.

Railroad ties are now showing up bigger in the export trade than a year ago, and some other lumber items are showing signs of life in the export as well as the domestic trade.



# An Idea for Association Work



age of the major that have been at the . .totar grant constitution of the property of the state of the country extense where extense is a constant of the extension standard two hards as a standard male and the state of the second start to favorable South of the Control of the Cont the ment of both directive together of maragers of lar (words) charge of their operations. The yellow pine people have bigger plants with a greater efficiency and have already progressed in manufacturing efficiency farther than the hardwood mill people. Still another and stronger reason that the opportunity is greater for good work among the hardwood millmen is found in the greater variety in the hardwood work, not only different local conditions, but there is involved the preparing of a great line of special dimension stock and getting out hardwood in the best shape for certain specific uses in further manufacturing.

The owners of the mills, who meet in various organizations of hardwood manufacturers, take some notice of this subject, but there is room for a great work along this line which should be participated in by the men who are actually in charge of the work.

Whether the idea would justify an entirely new organization or series of organizations is a question of en for debate. There have been so many different organizations in the lumber and woodworking fraternity that sometimes it looks like the industry will become clogged or heavily burdened with organization. This might be taken up by a national association of and by the different district associations of hardwood manufacturers. Instead of entirely new organizations, there might be incorporated into those already existing a sort of bureau of technical research, and enlist the co-operation of the mill managers in the development of manufacturing methods for the greatest possible efficiency and for the best utilization of hardwood products.

Some associations today are examples of what can be accomplished along the lines of improving manufacturing methods. The National Brick Manufacturers' Association, which has been in existence more than a quarter of a century, is an example of both organization growth and manufacturing development around this very idea.

Thirty years ago there was a feeling in the brick trade that some improvement could be made in manufacturing methods. Various plans had been suggested and new machines were offered to facilitate the work. A meeting was called at Cincinnati to discuss the technical phases and see what could be developed in the way of improved manufacture. Out of this effort there has developed not only a great national association but the American Ceramic Society, which is today one of the greatest technical institutes of the world. Moreover, the clay working industry was converted from a crude hand craft into a highly specialized scientific industry involving the use of some of the finest machinery and mechanical devices to be found.

Something of the same kind can be accomplished in the hardwood manufacturing industry. The question is whether or not it will be practical to arouse enough interest in the idea to set to work and keep working an active organization or bureau that will develop the many possibilities for improvement.

It would hardly be possible to give in detail in a short article the many lines of activity which might be engaged in to advantage, but they would include not only logging and general milling methods, but would branch out to include a study of a great line of dimension stock work, hardwood distillation, and the cutting, conversion and use of hardwoods for every purpose for which they are available. We are in splendid shape to undertake such work at the present time because some work of the same nature is being done by the Forest Service which is ready to co-operate.

What the trade needs, and what it will have to get if this work is to be carried on persistently, is some central bureau. The different communities of hardwood manufacturers may have varying interests, that the electron to  $y + \phi$  the Noteral Hardwood Lumber Association, could handle the matter.

TO MORNING CONTROL OF THE PROPERTY OF THE PROP

### To Test Northern Woods

Lifferts to make more general use of Wisconsin and upper Michilander of the part teaths does many lines. The Northern Header of Headerst Manadacture? A sociation is cooperating 2000 for the Property of the value termining various qualities of hemlock. These are days when fireproof construction is a watchword in hailding. The use of stone, brick, cement and steel is popular. It is generally supposed that wood is not a fireproof material. Tests made by the Forest Products Laboratory have shown some interesting results. Materials supposed to be highly inflammable have been proved to be even more satisfactory in fireproof construction than the more dense and inflammable substances.

Tests have shown that wood covered with certain fireproofing resists heat and flames better than steel. To make such a test a beam supported on both ends and carrying a heavy load in the middle has been subjected to fire. Light steel beams were found to "buckle" and give way more quickly than lumber properly fireproofed. The reason is said to be that wood is a poor conductor of heat and when properly covered to prevent early ignition it resists heat even better than metal.

An interesting test is soon to be made at Madison, in which northern manufacturers are particularly interested. There is on the campus a small one room house built of cement and supposed to be fireproof. It is the practice to equip this small building with interior trim of wood and to lay a wooden floor and provide wooden furniture and then set it afire. Records are kept of the length of time it requires for the wooden portion to be destroyed. Such tests have been made of various kinds of woods, such as yellow pine, Douglas fir and the like. It is now planned to trim the building with birch and to lay a maple floor and see how long a time is required to reduce those woods.

The tensile strength of hemlock is also to be determined according to two bases, the classification of the association and the classification of the national forestry reserve. Beams of a certain size are to be supported on each end and weighted down in the middle until they break. The weight required to break the beam is to be recorded and the percentage as compared with other woods is to be computed. It is said that hemlock has never had a uniform grading along the line suggested. Various building codes show different figures, according to the estimate of the engineer preparing it. The official tests to be made at Madison, it is believed will permit of more accurate standardization.

Filers for mills and resaws where considerable cottonwood is cut feel that this is not the easiest wood in the world to file for. One operator says that he believes many mills are wrong in trying to get good results by using 19-gauge saws. He believes that 18-gauge blådes will stand up to the work, and do better work longer than 19-gauge, and that they will prove cheaper. His experience leads him to believe that teeth spaced 1½ inches with plenty of hook, a full round throat and about 5% of an inch deep will prove in most cases better than any other combination.

Depreciation is a factor that is as uncertain and as variable as overhead cost. The selling value of a machine is seriously impaired the minute it has been used and becomes second-hand, though it may give just as good service as ever for a number of years. Another factor that some fail to take into account is that the coming of a new and improved machine may lessen the value of the old, even though it does as much work as it ever did.

You can handle sawdust with a blower, but in some instances it is more economically handled with belts and other mechanical conveyors.



# Facts and Frauds of Witch Hazel



There are people now and there have been for two hundred years who would stake their salvation on the efficacy of witch hazel. The hold which this harmless tree has on the imagination is one of the wonders of human folly. It illustrates the power of superstition, the fascination of idol worship in its civilized form.

John Carver, who traveled through the Lake states 156 years ago, and when the only white people there were a few traders and soldiers, spoke of witch hazel as the embodiment of superstition. The "witch" part of the name, according to Carver, means exactly what it says. It was the witchcraft tree, so called because of its supposed supernatural and uncanny powers. The bark was supposed to cure everything from measles to insanity. The forked branch, when twisted in the fingers, was reputed to point with unerring accuracy to buried treasure, pirates' gold, silver ledges and streams of underground water. That superstition might have been excused a century ago, but it holds yet. It is more common than might be supposed. To this day you may find the mountaineers of western Pennsylvania, West Virginia, Kentucky, and North Carolina creeping carefully about the ravines with the forked stick trying to locate "hidden treasure." They have no very fixed idea concerning the nature of the treasure, but most of them think it is Indian money, or is coin buried "during the old war"-meaning the Revolutionary war. The Field Museum in Chicago has among its exhibits one of these witch wands.

### FAILURES EXPLAINED

Failure to locate whatever the searcher may be looking for is never admitted by the believer in the hazel fork. The failure to find is always explained by saying that the digging did not go deep enough, though in the right direction. The forked stick, they say, cannot tell how deep the treasure is; and as there is a limit to the depth which the excavator is able to reach, it is a convenient loophole for the escape of the hazel prophet when his predictions are not verified.

Various sorts of extract of witch hazel are reputed to be valuable as medicine. Drug stores sell the bark and other preparations. Chemists have not succeeded in finding anything in it of medicinal value, except tannin, which is common to practically all kinds of trees, but richer in some than in others. The astringency of tannin is sometimes beneficial. "Pond's Extract," which has long been a well-known medicine, is understood to contain witch hazel. There are "creams," "salves," and "ointments" in profusion, made partly of witch hazel, according to the claims on the bottles and jars. Some of these are doubtless beneficial in certain ailments, but so far as witch hazel is concerned, it is probable that extracts of willow bark or hemlock bark would do as well. This is particularly true in those instances, which perhaps are not rare, in which the preparations have not a particle of witch hazel in them.

### A MICHIGAN EXAMPLE

In a recent issue of the *Mining Gazette*, Houghton, Mich, an account was given of a movement to establish a witch hazel extract factory near that town. According to the announcement in the paper, it was not necessary to look for a supply of witch hazel, because the factory did not expect to use any. It calculated that it could make its ''hazel extract'' from sweet birch (*Betula lenta*), the common birch which makes such good furniture.

There is nothing unusual about this, except the frankness and honesty of the statement. Without specifying any particular extract, it may be stated as a general guess that most witch hazel preparations have about the same amount of hazel in them as this proposed factory's will have. It is not necessary to blame or condemn them, for why should any extract maker go to the trouble and expense of ransacking the whole country for the scarce witch hazel bush when something else, just as good, is handy and cheap? Other extract factories do not do it. Take oil of wintergreen, for example. That is supposed to be made of the tiny wintergreen or teaberry plant (Gaultheria recumbens), but it is not. It comes from sweet

birch—the same sweet birch which it is reported will be used for the hazel extract up in the Michigan copper country. Great is the resourcefulness of birch. With equal facility it can be made to produce witch hazel extract, oil of wintergreen, or root beer.

### WITCH HAZEL'S IDENTITY

There is nothing mysterious or supernatural about witch hazel. It is interesting but not weird. It is the little first cousin of red gum; but it has remained a dwarf while red gum is a giant. Botanists call it Hamamelis virginiana, a name which, if translated, adds nothing to our knowledge of the tree except that it grows in Virginia. That state, however, is a very small corner of its range which covers a million square miles, and embraces all the states east of Wisconsin, Nebraska and Texas. It is called a tree, but it is nearly always a shrub from five to fifteen feet high, except among the mountains between Pennsylvania and Georgia, where it attains a maximum height of forty feet and a diameter of eighteen inches. It is there sawed for lumber, and in the state of New York alone the annual use is reported to exceed 50,000 feet. The wood is converted into canes, umbrella handles, whipstock, and other articles.

Perhaps most people who know this tree are aware of its peculiar blossoming habits. If not, it would seem strange to find the fruit coming before the bloom. The nuts develop during the summer and early fall, and after they have reached full size and are ready to fall, the blossoms suddenly burst forth and clothe the branches in yellow. Each blossom consists of four streamers an inch or so long, which twist and squirm like worms. Often the leaves have fallen before the flowers appear.

The flowers are for next year's crop of nuts. A whole year is required for the nuts to ripen, and they are of no use, as far as man is concerned, when they are ripe. The nut is the size of a small bean and is decorated with a face resembling a monkey's. Some people have supposed this to be the witch's face which gave the tree its name.

The flower gives the bush one of its names, "winter bloom," and the nut's habit gives another, "snapping hazel." Nature nearly always provides a way for the disposal of seeds, otherwise trees and plants could not perpetuate themselves. Birds carry some, others float on water; squirrels bury a share and forget them and they grow; some seeds, like the ash's, maple's, and cottonwood, sail on the wind; others are transported by becoming entangled in the hair or wool of animals. But witch hazel's way is different. It shoots its seeds, like a bullet from a gun. The case or pod in which the seed grows is the gun. The cold weather of autumn contracts it, and the nut is shot forth with considerable noise and with sufficient force to carry it from ten to ferty feet.

The common hazel, which produces the filberts of commerce, is not in the same tree family as witch hazel.

Some machine operators are fond of saying that they can't get as good knives now as in the good old days. Better knives were never made than can be had today from any number of houses which spare no pains to make as nearly perfect knives as experience and improved methods can produce. The change in knives has been for the better, the changes in some men for the worse; there is where the trouble lies.

Greasy waste is the bugbear of insurance inspectors. A small piece of waste lying around will cause one of them to almost have a fit. A young man had been all over a plant, and had failed to find a single thing to which he could take exception, and upon a visit to the filing room he saw a bunch of waste lying upon the brazing bench. He called attention to the enormity of the offense against the proper conduct of the mill in allowing the waste to lie around loose in that manner, and it was with a good deal of satisfaction that the filer showed him that the offending waste was a piece used with water only to make some experiments in tempering a braze on the band saws.



# Interesting Traffic Developments



there is also the control of the southern Recording to the second of th week the production of the control of the control of the same Wise conserved EM (Conserved to the entropy and the same rates as obtaintree to effect the content of the partial from these points pass to  $z \in H$  at  $z \in \mathbb{R}^{n}$ . Here is a key the contribution to stop the distributed to anotherward him reparation in the some of \$1.882.42.

With the better of the penties of the Istoritate Commerce Commis sion opinions are beginning to come down again. During the past two weeks, however, there were only two opinions in lamber cases, but one of these is of importance to the hortwood in nistry. It is the case of E. P. Ladd & Co. versus the Gould & Southwestern Railway Co. et al. The commission found that the rates on lumber from Furth, Ark., are unreasonable and unjustly prejudicial to the extent that they exceed the rates on lumber contemporaneously in effect from Gould, Ark. Reparation was awarded.

Commissioner Daniels, who wrote the opinion, says in part:

The couplements herein are P. P. Ladd and C. S. Bacon, co-partners, engaged in planet eturing systess, eak and gan lumber, under the firm name of E. P. Ladd & Co., at Furth, Ark. They allege that the defendants' rates on lumber from Furth to interstate destinations are unreasonable and unduly prejudicial to the extent of 2 cents per 100 pounds. Furth is on the line of the Gould Southwestern Railway, 13 miles west of Gould, Ark., the junction between that road and the line of the St. Louis, Iron Mountain & Southern Railway Company. The Gould Southwestern extends from Gould through Furth to Star City, a distance of 18 miles. From Furth the rates on all kinds of lumber to all interstate points are 2 cents per 100 pounds higher than from Gould, and it is the complainants' contention that the rates from Furth should not exceed the rates contemporaneously appli cable from Gould. Reparation of 2 cents per 100 pounds is asked on shipments made since January 1, 1913.

The construction of the Gould Southwestern began in 1907, and the road was completed in that year to Champion, about 6 miles from Gould. Later it was extended through Furth to Star City, its present terminus. In 1909 the rate on lumber from Furth to Cairo, Ill., which may be taken as a typical destination, was 4 cents per 100 pounds higher than from Gould. In June, 1911, by an agreement between the complainants and the Gould Southwestern, the rates from Furth on pine, cypress, and hardwood lumber were made 2 cents per 100 pounds higher than from Gould, and out of the rates so made the Gould Southwestern received a division from the Iron Mountain of 5 cents on hardwood and 6 cents on pine and cypress. The Gould Southwestern was a party to the original proceedings in the Tap Line case, but was dismissed as a party to that proceeding as of August 28, 1912, under order of the Commission entered October 13, 1913. In May, 1912, after the decision in the Tap Line case, the joint through rates from Furth were canceled, leaving to apply the combination of the local rates to and from Gould, which had the effect of increasing the rates from Furth 3 cents on hardwood and 4 cents on pine and cypress. On September 27, 1912, the defendants, being under the mistaken opinion, as they state, that they were required so to do by the proceedings and orders in the Tap Line case, published rates from all points on the Gould Southwestern on the same basis as from Gould. Effective January 1, 1913, they published the rates here complained of, which are 2 cents per 100 pounds higher than the Gould rate. These, they claim, are merely a restoration of rates reduced under a misapprehension as to the requirements of the commission. The rates from Gould to Cairo during this period have been 13 cents per 100 pounds on hardwood and 16 cents on pine and cypress. The present rates from Furth to Cairo are therefore 15 cents on hardwood and 18 cents on

This 13-cent rate on hardwood was blanketed in Arkansas from just north of Little Rock south to the Arkansas-Louisiana state line, and the 16-cent rate on pine and cypress was similarly applied as a blanket rate from the Arkansas river south to the Gulf of Mexico and east to the Mississippl river. Gould and Furth are near the northern boundary of these blanketed territories, and consequently nearer Cairo and other northern consuming and jobbing markets than most of the other stations within the groups. It is the contention of the complainants that the rates from Furth should not be higher than from points on many other short-line connections of the Iron Mountain like the Gould Southwestern in the same general territory as Furth, or higher than from main and branch line points in these groups on the Iron Mountain much farther distant from points of destination than Furth.

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of the an period rates effective since January 1, 1913, from Furth are

(1) The haul involved is a two line haul.

As regards the argument that a two line haul is involved, exhibits of the complainants show that the total shipments of yellow pine from the blanketed territory for alternative months of 1912 amounted to 36,299 cars; that of these, 16,886 involved a two line haul, 3,868 a three-line haul, 1,075 a four-line haul, and 31 a five line haul; that the situation with regard to cypress is similar, as the cypress blanket is coincident with the yellow pine blanket: that out of 11.418 cars of hardwoods, 1.537 involved a two-line haul and 349 a three line haul, not counting tap line movements. From this it would seem that the excuse for the arbitrary over the junction rate to Gould, that in this case a two-line haul was involved, and that the carriers therefore should have a higher rate, is not valid.

The second defense fails because not determinative of the justice, reasonableness, and nondiscriminatory character of the rate. The Willamette Valley case, S. P. Co. v. I. C. C., 219 U. S., 433.

The third defense fails because it is not shown what the fair value of the Gould Southwestern is beyond the fact that it represents an investment of about \$200,000. It is true that financially it has not been successful.

The fourth defense fails because it does not appear that a uniform practice has been in vogue whereby the Iron Mountain invariably exacts, or has exacted, an arbitrary over the junction rate where the competition of another trunk line is absent, and invariably accords the junction rate to points on a short connecting line where competition with another trunk line carrier Instances have been found in the record of this case and in the tariffs on file with this commission, first, where the tap line connects with the Iron Mountain, its single main-line connection, and the junction-point rate on hardwoods applies from all points on the tap line; second, where the tap line connects with the Iron Mountain, its single main-line connection, and an arbitrary is added to the junction-point rate; third, where the Iron Mountain competes with one or more trunk lines for the business of the tap line and the junction-point rate applies from all points on the short line; and, fourth, where the Iron Mountain competes with one or more trunk lines for the business of the tap line and an arbitrary is nevertheless added to the junction-point rate. In the first category the Griffin, Magnolia & Western railway, whose sole outlet is via the Iron Mountain at Griffin, carried the junction point blanket rates on hardwoods from all points on its line during the period from September 27, 1912, until February 23, 1915, excepting the interval when combination rates applied on account of the commission's ruling in the Tap Line case, supra; as an instance of the second category, the Gould Southwestern is itself typical; to the third category belongs the Warren & Ouachita Valley Railway, for whose business the Iron Mountain and Rock Island compete, and from all points on the tap line the junctionpoint rate of 13 cents on hardwoods was applicable from September 27, 1912, until February 23, 1915, excepting the interval when combination rates applied on account of the commission's ruling in the Tap Line case, supra; of the fourth category, the Warren, Johnsville & Saline River Railway is an instance, for whose business the Iron Mountain competes with the Rock Island. From points on this tap line, both before and after the decisions In the Tap Line cases, an arbitrary was charged in addition to the junctionpoint rate.

The fifth defense fails for the reason that the territory in which the Gould Southwestern is located is one in which blanket rates as a rule prevail. The carriers making effective such a blanket rate cannot be heard to say that it is applicable in general but not applicable from points on a shortline common carrier, such as the Gould Southwestern. If this territory is to be blanketed, and the blanket rate is to be applied without discrimination, the Iron Mountain must expect to apply the blanket rate from points on short-line common carriers connecting with the Iron Mountain. Mountain has chosen to adopt a blanket system of making rates in this region, and under such a system distance and hauls over more than one line are of course in a great measure disregarded. We are of the opinion and find that the defendants' rates on lumber from Furth to interstate destinations reached by the Iron Mountain are, and since January 1, 1913, have been unreasonable and unduly prejudicial to Furth to the extent that they

exceed the rates on the same commodity from Gould to the same destinations

It appears also clearly from the record that the complainants have paid and borne the charges and have been damaged on shipments of lumber from Furth since January 1, 1913, to the extent that the rates per 100 pounds were in excess of the rates paid from the junction point Gould to interstate destinations reached by the Iron Mountain. Complainants should prepare a statement showing as to each shipment on which reparation is claimed the date of movement, point of origin, point of destination, rate, weight, car number and initials, rate charged, and the amount of reparation due under our finding herein, which statement should be forwarded to defendants for verification. Upon receipt of a statement so prepared by complainants and verified by defendants we will consider issuing an order awarding reparation.

The other decision made during the past two weeks is that in the case of the Foster Lumber Company versus the Clatskanie Transportation Company, in which the company's complaint of unjust rates was denied.

Rates on gum, oak and cypress between Charleston, Miss., and Chicago are attacked in a complaint filed by the Lamb-Fish Lumber Company against the Yazoo & Mississippi Valley Railroad. Charges of nineteen cents are beng collected on gum and twenty-one cents on oak. The lumber company claims that this rate should be seventeen and sixteen cents, respectively. All applications for the refund of the alleged overcharge have been declined by the defendant.

Other complaints filed during the past two weeks are: Diamond Lumber Company, Green Bay, Wis., versus C., M. & St. P.; unjust rates. Reparation of \$1,058.14 asked.

J. V. Stimson, Huntington, Ind., versus Erie R. R., claims just rate from Roland, Ill., on logs is eleven cents; carriers are collecting twelve and a half cents.

Torrey Cedar Company, Clintonville, Wis., versus Chicago & Northwestern, excessive charges on Wisconsin-Minnesota and on Wisconsin-North Dakota business claimed.

Hearings have been assigned as follows:

At Rhinelander, Wis., November 8, Examiner Fleming: Lumber from Wisconsin points.

At Milwaukee, November 11, Examiner Fleming: J. S. Sterns Lumber Company versus C. & N. W.

At Washington, November 22, oral argument, I. & S. 464, lumber rates Helena, Ark., and other points to Omaha, Des Moines and other points. No. 5537—Anderson-Tully Lumber Company versus A. & V. No. 7425—Dallas Cooperage and Woodenware Company versus G., C. & S. F. November 23, Storm Lake Tub and Tank Factory versus Indiana Harbor Belt Railway. Snow Lumber Company versus R. C. & S. November 24, Hardwood Package Co. versus New River, Holsten & Western. November 26, oral argument, Trexler Lumber Company versus P., B. & W. American Woods Corporation versus So. Ry. Northern Lumber Company versus So. Ry. Forest Lumber Company versus Morgantown and Kingwood R. R. November 27, Union Lumber Company versus G., C. & S. F.

At Louisville, November 24, Examiner Fleming: Kentucky-Indiana Hardwood Company versus So. Ry. in Miss.

At Portland, Ore., December 2, Examiner Pugh: West Coast Lumber Manufacturers' Association versus S. P. & S.

At Pittsburgh, December 6, Examiner La Roe: United Lumber Company versus B. & O.

# Conditions Better in Memphis Section &

Reports from the south indicate a striking evidence of a change for the better in the hardwood situation in Memphis and surrounding territory. Demand has been steadily increasing for some time and shipments have likewise materially grown larger. But it is only within the past thirty days that any appreciable change in prices has taken place. It is recognized that these are still somewhat below normal, but it is reported that they have advanced generally from \$1 to \$2 per thousand on practically all items and on most grades. Furthermore, while there is room for still further development along this line, the position of both the manufacturer and the wholesaler is more independent because of the absence of burdensome stocks, the easiness of money which facilitates financing and the greater interest shown by buyers. For a long while owners of lumber had to do all the hustling, while buyers stood back and took advantage of the low rates at which they were able to get lumber thrown at them in this way. Now they are finding that there are very few bargains and that it is necessary for them to cast about to find what they need. Their wants, too, have become considerably larger with the general improvement in practically all lines so that the seller is no longer necessarily on the defensive.

Shipments of lumber now are larger from Memphis and the Memphis territory than at any time since the outbreak of the war in Europe. Some firms report more activity than for some time prior to the beginning of hostilities in Europe, while practically everybody concedes rather marked increase in deliveries. Manufacturing operations continue to expand, but they are not running ahead of shipments, which is only another way of saying that stocks are not accumulating. These became much broken during the cessation of milling operations within the first seven or eight months of the European war and there are some items which are still quite scarce, thus putting the seller instead of the buyer in the controlling position.

The improvement noted is confined largely to domestic business. Export demand is, as has been the case for some time, confined largely to the specialties used in the manufacture of war supplies. These include walnut, gum and ash, with an occasional sprinkling of cottonwood. There is no general European demand and none is anticipated until the large quantities of southern hardwoods consigned abroad

have been so reduced that business is again possible on a profitable basis.

In domestic channels the most fruitful source of demand is from furniture and vehicle manufacturers and from the makers of boxes and box shooks. Interior trim and flooring are also moving more freely and there is also a fairly active call from miscellaneous sources. The one big disappointment has been the attitude of railroad interests, which are buying very few supplies in the making of which southern hardwoods are used and which are doing everything in their power, especially in the lower Mississippi valley states, through efforts to apply higher rates, to make the life of the average manufacturer of lumber anything but comfortable, if not actually miserable. A good demand is reported for plain and quartered oak in the higher grades and prices have recently advanced somewhat. The lower grades, however, are rather slow as to movement and are participating but little in the advance enjoyed by firsts and seconds. Gum is gaining ground not only in volume of business but also in prices. This applies to both red and sap and to the lower as well as to the higher grades. Some items are notably scarce. In fact, it is said on good authority that not a single carload of 8/4 red gum in No. 1 common can be found in the entire Memphis market. The box factories are large users of No. 1, No. 2 and No. 3 common gum and are absorbing most of the offerings. Ash is in excellent request and a sharp advance is noted in 6/4 and thicker. It cost one buyer \$2 per thousand to delay buying six cars of thick ash from last Friday until Monday. There is a reasonably active demand for cypress. Cottonwood in the higher grades is in only moderate request, but there is a ready call for the lower grades used in box manufacture.

Lumber interests here are feeling more cheerful. They believe the long-awaited revival in business is at hand and they are making their plans accordingly. There is no boom. None is claimed, but it is conceded that both the situation and outlook have substantially changed for the better within the past three or four weeks.

Many people confuse the term "efficiency" with the word "effectiveness," and while there is a current usage in which the two terms overlap, yet the difference is easily capable of detection.



# Michigan Manufacturers Meet

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The result of the transport ground by Mr. Knox.

Chief Warden J. L. Morford reported on forest fire work for the last three months. Mr. Morford said the season opened on April 10 and that various districts had been gradually closed up, as it was all that the contract of the work was all the districts over for the year 1.01.

The figures read showed a total of 274 fires which burned over 1,407 acres, with an aggregate loss of \$5,120,27, as compared to an aggregate loss for the same parents, in 1914 of \$11.79, while of this total loss only \$100 was for standing timber.

Chairman W. C. Hull of the market conditions committee then read his report, as follows:

### Report of Market Conditions Committee

If the second exercit to make the transform will be a difference one for the action of balow of and the transform parts can attention has been paid to the mitting typidaeth normal  $\delta s_{ij}$  , so then asked to give three different estimates are unable are not one. As milliand one in October 1 a April estimate was considerable ower than the one in January, of the last one, which gives the action of a Cotober first and an estimate for the Fallings of the year shows that the January estimate of 300,000,000 for will be very case for the effect of The actual cut for 1914 was 470,000,000 for end the rape even an unusually heavy curtallment, and its wisdom is made manifest when we come to compure present state when a manner when we take to com-pare present state with the edge of a variety when we have No. 2.0° and B 194 one consequent all present of a variety on hand we on hand was different all and the transfer of the present of the state of the however, that the demand is much better than a year ago. You all know you are receiving more inquiries and the records show that for the past three months the volume of sales is more than three times that of the corresponding three months of last year. Also as compared to July 1, present stocks have decreased 34,000,000 feet, 23,000,000 feet of which is maple, which means that we actually sold and shipped that much more lumber than we produced, with practically all of the mills running The reported sales, however, show that many of our members have made concessions in price and are receiving on an average from one to two dollars per thousand feet less than a year ago on many of the grades. Firsts and seconds are being sold at from two to three dollars less than list prices and No. 1 common at as low as five dollars off list. Many members, however, are receiving full list prices and a few sales are reported at higher than list. In this connection, it is well to state that certain members of the committee have knowledge of sales made by a few members at low prices that have not been reported to the secretary. The only chance that this association has to be of value to its members is its opportunity to put before them all the existing conditions under which they are doing business. No one is obligated to get the list prices, but everyone has a moral obligation to report all sales. There is absolutely no other accurate way to determine true market conditions, and it is a distressing commentary on the loyalty of some of our members to say that this committee must gum shoe around the trade for price sale information. Any member sacrificing stock does himself and the association less injury by frankly acknowledging the transaction than he does by covering it up. Any member who persistently covers up such transactions may justly be suspected of trying to take advantage of other members, who are not only trying to get a fair price for their goods, but who also, when necessity constrains them to a sacrifice, make a report of it to the association, thereby putting all members in position to know the real conditions. Socrecy will ultimately reflect more injury upon the author than upon his associates whom he has misled by his

No. 3 common has been slow sale and at unsatisfactory prices for most

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The great impresement in lumber trade conditions generally and the already apparent trough slight improvement in the hardwood situation should encourage us to stand firm for a little while yet, when we will tegin to red the reward for the fortitude with which we have withstood this past period of depression.

Herman Kunnert raised the question of providing regular sales bulletins to the members. Chairman Hull of the market conditions committee in replying to this question said that this is extremely desirable, but has not been carried out on account of the absence of support by the membership, who are with difficulty persuaded to give information as to sales. After a discussion it was moved that the market conditions committee adjourn to consider the question and return with a recommendation. On re-convening it was recommended by the committee that the sales statistics be gathered and sent out by the secretary every week to all members who expressed themselves as being willing to give regular reports, the reports to cover shipping points, prices at shipping points, the rate if delivered price is quoted, grades, thickness, quantity and quality, whether purchaser is consumer or dealer and whether shipment is made by rail or water, and also any specific description as covering the qualifications of that stock. It was provided that this work is to be carried on as long as it is deemed advisable. The recommendation was accepted and will be put into effect immediately.

It was moved by C. A. Bigelow that the association appropriate \$1,000 a year for the next five years to assist in financing the trade extension work now being carried on by the National Lumber Manufacturers' Association.

Mr. Bigelow moved that a regular assessment of two cents per 1,000 feet of hardwoods shipped from October, 1914, to October, 1915, be levied, and that in addition there be levied an assessment of one cent per 1,000 feet of hemlock manufactured from January, 1915, to January, 1916, this assessment not to be levied until next January. The motion was carried.

R. B. Goodman, president of the Northern Hemlock & Hardwood Manufacturers' Association, referred to the excellent results already showing from work being carried on by the National Lumber Manufacturers' Association's trade extension department. From this he led up to the question of further broadening the individual markets for specific woods, referring in particular to efforts recently put into effect on hemlock by the organization of which he is president. He urged that the Michigan manufacturers co-operate with the Wisconsin territory to the end that this plan may be made more effective for all. It was moved that a committee be sent to attend the meeting of his association at Milwaukee on October 26.

It was moved that the association go on record as favoring the election of C. A. Goodman of the Sawyer-Goodman Company, Marinette, Wis., to the presidency of the National Hardwood Lumber Association at its annual meeting next June. Mr. Goodman's qualifications for this position are recognized by everybody who is at all familiar with the northern trade. It was further suggested that as Wisconsin has never held the presidency, it would be fitting that that state be given the honor.

The meeting then adjourned, and all those attending enjoyed a very pleasant luncheon, which was served in the convention room.



# Refining Lumber on the Loading Dock 🥻



The possibility of turning cents into dollars by following the course suggested in the caption above, seems to have been considered a rather formidable procedure by certain manufacturers. HARDWOOD RECORD has gotten the opinions of certain people who have practised this economy for a good many years and are in a position to know what they are talking about.

To begin with, all that is necessary is an ordinary swing cut-off saw and an ordinary rip saw. The rip saw should be of the self-feed type and the power can be either steam or electricity. In one case in question one of the most successful manufacturers using this method uses steam as it is very convenient to get steam to the loading dock engine which runs the saw. At another mill electric motors are used, but both methods are equally satisfactory. Where steam is used direct from the sawmill boilers to the little engine on the loading dock, it makes a rig which most any negro can handle without danger of injury to the appliances.

Where motors are used, a 20 H. P. is used for the rip saw and a 5 H. P. for the swing saw. These motors may be either direct connected or belted to a line shaft.

It seems to be the opinion of the trade that a belt direct from the motor to the rip saw is best, and also that when motor driven the swing saw should set on a base on the upper frame of the saw, and the mandrel then belted directly from the motor. There seems to be no question that the self-feed adjustment on the rip saw produces altogether satisfactory results.

In the case of the electrically-driven appliances, it is very desirable that there be an over-load relay, which in itself costs only \$15 and absolutely eliminates the possibility of burning out the motor through the choking down of the saw. The relay is an instrument which shuts off the current whenever the saw is suddenly choked, and the cost of many a burned out fuse will be saved, and also the cost of repairing burned out motors, which item itself frequently runs to from \$50 to

\$100. In short, the appliance makes the motor fool proof.

THE POSSIBILITY OF SAV ING MONEY

So much for the outfit. As to the advantage of using the method of refining lumber it is probably most clearly put by simply quoting a letter which was received on this subject from one of the most successful sawmill operators in the South:

It is not practical to properly manufacture lumber to a fine point in the sawmill for the following reasons: A man has not the time to study the boards: the boards are constantly on the move and must cass on : a man is not in a position to see the entire board, for in putting it through the edger or trim mer he is standing at one end of the boards and being up level with his hips, he could not see worm holes and other defects at the middle or farther end. It is practically impossible to hold strictly first-class inspectors in the mill or on the slip, as they will take a

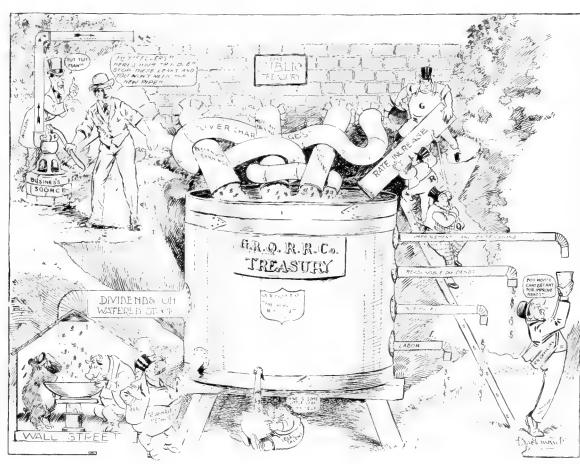
position in a lumber yard as soon as they can get one. Lumber changes in appearance while drying and often needs work done on it that the same inspector would not have done while the board was green,

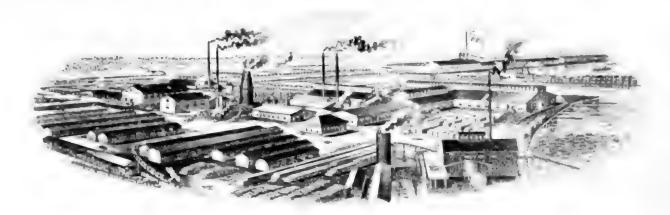
The inspector who ships the lumber is usually counted as a finished inspector, and he can take all the time necessary to examine the lumber. Lumber should not be counted as manufactured until the shipping inspector has finished with it. A sawmill man will watch other leaks very closely. but often pays little attention to what his shipping inspectors are doing in the way of shipping the lumber which he has been trying to produce as cheaply as possible. The shipping inspector is the last man to get a chance at the lumber, and he is either making his employer money by getting out of the stock its full grade, or he is losing him money by not trying to work the stock up right for grade.

Sometimes customers object to stock which has been remanufactured, claiming that the sawmill man should not have trimmed it up. This is simply because they do not understand why it is that lumber cannot be properly manufactured when green. Remanufactured lumber always shows either a cut off end or a bright edge where it has been ripped and the customer sometimes says the mill man has gone into lower grades and worked his stock up. This is not the case. Take plain red oak, for instance; there are always more or less split ends caused in drying, that have to be cut off. There are, in all kinds of lumber, boards which have a little bark on the edge, which should be ripped off; or it may be a little bunch of worm holes or other small blemlshes. Eliminating this helps the stock and makes it better for the customer.

Timber is going up in price all the time and it is the man who gets down to fine points from now on who is going to be able to stay in the game.

The preponderance of plain walnut logs leads us to the conclusion that too great care cannot be given to the matter of carefully manufacturing the veneer, and too diligent attention to the details of cutting and trimming with the idea of matching properly so that the very best figures can be gotten out of the stock, making it possible to build up high-class panels that will go into the most elegant products rather than mediocre panels that will go into the more moderate priced and less select woods. This is merely another one of those points where dollars lie dormant to be unearthed by the manufacturer who gives attention to details.





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"Peerless" Rock Maple, Beech & Birch Flooring have a standard of their own are guaranteed we were the standard of their own are guaranteed were the standard of their own are guaranteed with the standard of their own are guarantee

Members of Maple Flooring Manufacturers' Association. (When wr. 'ing mention the Hardwood Record )

# The Mail Bag

### B 946-Wants Basswood Veneers

Leominster, Mass., October 11.—Editor Hardwood Record: We are somewhat bothered in finding a satisfactory source of supply for rotary cut basswood from ½ to ½ inches, cut to dimension. Can you furnish us with the names of any parties, proferably in New England, who can turn out this stock, and one equipped with modern plate driers so as to produce a first quality rotary cut veneer? We build our own panels and want to buy only the underwood.

We would appreciate any information you might be in a position to hand us.

The address of above correspondent will be supplied upon application to Hardwood Record. -- Editor.

### B 947-Have Oak Rippings to Offer

Saginaw, Mich., October 12.—Editor Hardwood Record: In the manufacture of our quarter-sawed oak furniture we accumulate quite a large quantity of rippings from the edge of boards measuring all the way from ½ inch square to % inch square and ranging in length from 18 inches to about 5 feet.

We believe there are a great many manufacturers who could use this stock to good advantage for spindles and other purposes, but we do not personally know who these parties are.

We are under the impression, however, that you may be able to put us in touch with interested parties to the mutual advantage of each. In the event that you can do so it will be very much appreciated.

Any concerns in the market for such stock may have the name of this concern by writing this office,—EDITOR.

### B 948-In the Market for Dogwood

Lodi, O., October 16.—Editor Hardwood Record: We have a customer who has asked us to supply him with one-quarter cord well seasoned dogwood, 3-foot lengths, diameter ranging from 4 inches to 8 inches. We would appreciate it very much if you could put us in touch with some party who could supply this, delivery to be immediately.

Possible sources of supply have been given this inquirer. His address will be forwarded to those interested.—Editor.

### B 949-In the Market for White Oak Ties

Syracuse, N. Y., Oct. 20, 1915 - Editor Hardwood Riccord: We have just received an inquiry regarding the purchase of between 500,000 to 900,000 white oak ties.

Will you be kind enough to send us a list of some of the largest dealers and producers of white oak ties in various parts of the country? We would like to have this information just as soon as possible, as there is urgent demand for these ties at the earliest possible date.

Anyone interested in this inquiry can have the necessary information by addressing Harawood Record. Editor.

### B 950-Wants White or Red Oak Bending Stock

San Francisco, Cal., October 19.—Editor Hardwood Record: We wish to get in touch with reliable mills that can supply us with white or red oak for bending purposes, also long oak 20' to 48' long. Can you give us a list and oblige?

Those having this stock will be placed in communication with this concern upon request. Editor.

### B 951-Some Bargains in Dimension Items

Chicago, Ill., October 23.—Editor Hardwood Record: We are enclosing a list of dimension stock, and will thank you for any names of manufacturers who are users of this grade of stock:

Tops, 62s pieces 21x42 five-ply quartered oak; drawer fronts, 809 pieces 16%x36 three-ply quartered oak; gum backs, 4.631 pieces  $26\frac{1}{2}x37$  three-ply; dimension stock, quartered oak; 231 pieces  $21\frac{1}{2}x21\frac{1}{2}x31$ , 97 pieces  $21\frac{1}{2}x21\frac{1}{2}x34$ , 220 pieces  $21\frac{1}{2}x21\frac{1}{2}x36$ , 220 pieces  $21\frac{1}{2}x21\frac{1}{2}x36$ ,  $21\frac{1}{2}x36$ ,  $21\frac{1}{2}x34$ , 4039 pieces  $1\frac{1}{4}x1\frac{1}{4}x20$ , 1.60 pieces  $1\frac{1}{2}x1\frac{1}{2}x36$ , 1.450 pieces  $1\frac{1}{2}x1\frac{1}{2}x42$ , 420 pieces  $1\frac{1}{3}x1\frac{1}{3}x22$ , 47 pieces  $1\frac{1}{3}x1\frac{1}{3}x24$ , 420 pieces  $1\frac{1}{3}x1\frac{1}{3}x36$ , 5.632 pieces  $1\frac{1}{3}x1\frac{1}{3}x36$ , 5.535 pieces  $1\frac{1}{3}x1\frac{1}{3}x28$ , 9.95 pieces  $1\frac{1}{3}x1\frac{1}{3}x30$ , 535 pieces  $1\frac{1}{3}x1\frac{1}{3}x36$ , 5.535 pieces  $1\frac{1}{3}x2x36$ , 9.95 pieces 2x2x33, 350 pieces 2x2x36, 315 pieces 2x2x32, 280 pieces

Anyone in the market for above stock will be placed in touch with this manufacturer upon request.—EDITOR.

Reference to "Mail Bag" Must Be Accompanied by Stamped Envelope to Receive Reply.

# Clubs and Associations

### National Veneer & Panel Men Announce Date of Meeting

The annual meeting of the National Veneer & Panel Manufacturers' Association will be held at the Auditorium hotel, Chicago, on Tuesday and Wednesday, December 14-15. A special meeting of the association was held on Tuesday, September 7, and plans were made for taking care of veneer and panel interests at the investigation of re-classification, which is to be held by the Interestate Commerce Commission on December 15. There will be the usual meaty talks and papers which are ordinarily presented at the annual meetings.

### Semi-Annual Meeting Cypress Association to Be Held in Florida

The semi-annual meeting of the Southern Cypress Manufacturers' Association will be held at the Hotel Mason, Jacksonville, Fla., on Wednesday, November 17. In issuing the call for a meeting President Frederick Wilbert says:

"It is very apparent that a turning point has been reached in general trade conditions and that business improvement is imminent. It is also apparent that the work this association has been doing in the past several years is beginning to show greater results than ever before. For these and other reasons our meeting at Jacksonville will be more important than any meeting thus far held, and the various problems to be submitted at that meeting should receive the earnest consideration not of a few members only, but of all members."

### Trade Extension Workers Are Decidedly Alive

Every day brings evidence of activities of those in charge of the trade extension department of the National Lumber Manufacturers' Association. The latest of these is a little booklet being sent out for the purpose of distribution among employes of lumbermen all over the country. The booklet, on its cover, reveals the contents with the following, "Why you should specify and insist on having goods shipped in wooden boxes," with the suggestion that it be distributed in pay envelopes so that the general idea of increasing the markets for lumber through this means will be spread. The plan should certainly work out well.

### Traffic Association Ready to Fight for Its Contentions

The Southern Hardwood Traffic Association will shortly be ready to submit answers to the questions recently propounded by the Interstate Commerce Commission involving reclassification of lumber and lumber products. The association has, through a number of committees, representing practically every branch of the hardwood industry, and its board of managers, been working on this subject for several weeks and when the answers are finally submitted they will reflect the practically unanimous sentiment of the hardwood trade in this territory on the issues raised. A meeting of the board of managers was held in Memphis October 18, following which the announcement was made by J. H. Townshend, secretary, that but one more meeting would be necessary. He is leaving this week for Washington and on his return there will be one more meeting at which the finishing touches will be given.

The association is strongly in favor of an American merchant marine. At the meeting October 18 a motion that a small committee be appointed to co-operate with the larger committee named by the United States Chamber of Commerce, in the presentation of this subject to Congress, was unanimously passed. This body some time ago took a referendum vote on the subject of an American merchant marine and found nearly all business organizations in the country to be in favor thereof and it is expected that the latter will appoint commitees, just as the Southern Hardwood Traffic Association has decided to do, to assist in bringing this subject to the attention of Congress in a manner that will give results. Mr. Townshend said that the members of the association were very much in favor of a merchant marine because they needed better ocean-carrying facilities and more equitable rates than now obtainable, and that this organization would lend every aid in its power toward the realization thereof.

The railroads have announced that new tariffs will be issued about December 1 providing for higher rates on shipments of lumber and forest products from points in Mississippi, Louisiana and Tennessee into Central Freight Association territory. Increase in rates from southern points to Ohio river crossings were recently allowed by the Interstate Commerce Commission in I. & S. 520 and the new tariffs will provide that this increase to Ohio river crossings shall apply to points included in Central Freight Association territory. The former advance did not very greatly affect southern manufacturers and shippers, but it is pointed out that, as a very large percentage of lumber shipped from the lower Mississippi valley goes into Central Freight Association territory, the advance in the through rates will be a very serious blow to the lumber industry in the South. This advance, if allowed, will be heaviest on gun; and the fear is expressed that it will be necessary for some of the big manufacturers of gum lumber to close down their plants and cease cutting this lumber. It is also stated that, since no tree under twenty-six inches in diameter can be profitably converted into lumber and sold on the basis of the higher freight rates proposed, the advance will seriously interfere with the clearing and subsequent cultivation of cut-over lands. The lumbermen recently pledged their support to the Business Men's Club which is seeking the opening up of such lands, but it is emphasized that inability to profitably manufacture small trees into lumber will very greatly add to the expense incident to clearing these lands if it does not make it wholly impossible.

Until the new tariffs are actually filed with the commission no action can be taken by the Southern Hardwood Traffic Association. It is known, however, that the proposed advances will be strenuously opposed and that the biggest guns that can be brought into action by the lumbermen will be unlimbered before the contest is over. The railroads have paid no attention whatever to the contentions of the representatives of the lumber industry, although the latter have opened their books to them, and have likewise ignored the agreement effected at the "harmony" conference in Memphis last April to enter into joint conferences with the representatives of the lumber industry east and west of the Mississippi for the purpose of discussing differences with a view to adjustment. It is therefore regarded as practically certain that the forthcoming contest will be so vigorous as to make some of those in the past, regarded at the time as quite vital, pale into complete insignificance.

### Vehicle and Implement Men to Hold Convention

The convention and exhibition of the Tri-State Vehicle and Implement Dealers' Association will be held in Cincinnati this week, beginning Monday, October 25, and continuing all week at Music Hall where the exhibition will be held. There will be a number of trade talks by local and out-of-town men and the usual reports of officers and committees and election of officers. Nearly fifteen hundred delegates are expected from the three states, Obio, Indiana and Kentucky.

### Philadelphia Exchange Meeting

The monthly meeting of the Lumbermen's Exchange was held October 14 in the Crozer building. After the meeting waiting motor cars rushed the seventy-five present from the center of the city to the Whitemarsh Valley Country Club, just beyond Chestnut Hill, a delightful run of twelve miles from the starting point. Out at the club dinner was served and everybody had a big time. At the business meeting, which preceded the social function, it was unanimously decided that it would be a mistake to reduce the number necessary to a quorum to fifteen members. This had been proposed in an amendment to the by-laws at the June meeting, laid over for action in September and again delayed in September until the October meeting. President Chesnut appointed W. T. Betts, William C. MacBride, F. L. Luckenback, John E. Lloyd and Robert G. Kay a committee to take up the tariff commission subject with a special committee appointed by the Chamber of Commerce of the United States. The board of directors subscribed \$100 to the lumber extension movement of the National Lumber Manufacturers' Association.

# With the Trade

### Hardwood Exporters to Have Own Ships

Representatives of eleven big lumber exporting firms, aggregating \$5,-000,000 capital, have organized a company in Memphis to charter steamships to carry southern hardwoods from gulf ports to the principal ports of Europe. It has a capital stock of \$100,000, fully subscribed, and will operate under the name of the Lumber Exporters' Line. Organization has been perfected on a permanent basis and, while it is the intention of the new company to charter vessels for the present, it is planned in the end for it to own and operate ships. Inability of southern hardwood exporters to transport lumber profitably to the European market since the outbreak of the world war is responsible for this method of protecting their trade in Europe. Ocean rates long ago reached a prohibitory point and even at these excessively high rates there is almost no freight room available. It is proposed to begin operations at once and it is announced that the first chartered vessel will sail early in December and that, after that time, sailings will be made regularly two or three times a month. Options have already been secured on several steamships and it is anticipated that these will be exercised in the immediate future. Mobile and Gulfport will be the home ports, both being in easy reach of the southern hardwood territory. Chartered ships will be sent regularly to London, Liverpool and Genoa in the beginning and later these vessels may call at other ports.

It is planned to utilize sixty per cent of the space on each ship for the transportation of lumber, the remaining forty per cent to be used for the transportation of heavier products. The lumber firms which are among the owners of the Lumber Exporters' Line will have first call on space on these chartered ships, but, when the members themselves do not require all that is available, the remainder will be offered to other southern hardwood manufacturers. Exporters believe that the company will score an immediate financial success and that the launching of this enterprise will result in very substantial benefit to the southern hardwood trade. It is estimated that the demand from Europe now is about fifty per cent of normal, but there are very few ships to make it possible even to supply this demand. It is believed that ocean rates will be high for a long time after the war in Europe is over because of the enormous demand that will prevail for southern hardwoods for the rehabilitation of cities in Europe destroyed during the war. Geo. D. Burgess, president of the National Lumber Exporters' Association, is authority for this view and is one of the principal owners of the Lumber Exporters' Line. As soon as the company begins operating, southern lumber exporters will not only have

| The state of the 

### Erskine Williams with the W. A. Stark Lumber Company

The state of the s turned to his former connection. Mr. Williams the second of th going with it had charge of the W. A. Stark cert space that is excess that of sides. In bit town part in he will look after the other end of come and grantend siles, although a possibly will be assisted by Mr. Stark, who, while e specials trest of the time of the hill, who of casionally get in some of the office work.

Mr. Williams advises that the W. A. Stark Lumber Company has a fine lot of oak on its varies at Winera, Ark, and also a fine line of the ash and gum and that the mill is running right

The company's new offices in Memphis are loented on the eleventh floor of the Bank of Commerce and Trust Company building.

### Mrs. Josephine L. Goodyear

Mrs. Josephane L. Goodvear, widow of the late Frank H. Goodyear, founder of the Goodyear Lumber Company, Buffalo, N. Y., died suddenly in Buffalo, October 19. Mrs. Goodyear was about to start on a trip to New York and was taken sick in the station and died shortly afterward.



FRSKINE WILLIAMS. SALES MANAGER W. A. STARK LUMBER COMPANY MEMITHS TLAN

### Cadillac Table Company Will Enlarge Plant

It is announced at Cadillac, Mich., that the St. Johns Table Company of that city will construct an additional building to its plant, which will the 100 test square and three or four stories high. The St. Johns Table Company is the largest single manufacturer of tables in the world.

### Kentucky Veneer Works Handle Magnolia for Cross Banding

There is shown on this page two cuts illustrating the flexibility of mag noha cross banding is a contactured by the Kentucky Veneer Works of Louisville, Ky. F. C. McCracken, who does the selling for the Kentucky Veneer Works, is very enthusiastic over the excellent quality of the magnolla which he is turning out. The specimens shown herewith are but average in their width and length and certainly give every evidence of being well qualified for the purpose in mind.

Mrs. D. F. Diggins 1 10., , , to the control of the she went to take treatment

### New Veneer Concern for Louisville

I Proc. (c) More rest is a portfolial Lead size Ky with a second of the Steeley, has leased the veneer plant formerly owned and And the second of the Arder on company

### Car of Mahogany Comes Through from Cuba Intact

to fitters of of malogina ever founded in a foreign country and shipped into the United States without reloading on board ship arrived in Grand Read - Mich, on October 14 - It was hipport by the Log r Robbins Company of Havana, Unba, and contained 10,500 feet of mahog The shipment went through in nineteen

The Letzer Robbins Company has shipped three quarters of a million feet of mahogany lumber into Grand Rapids from its Havana operations since starting up a couple of years ago. This new shipment is especially matched and went to the John D. Raab Chair Company of Grand Rap-

The Felger Rosetts plant in Havana is located within a block of the ferry terminal and has a fine large boom bay in the Havana harbor. It is located and equipped to do a large business.

Conditions in Havana and Cuba as a result of the war have been such that the company has been able to buy up practically the entire available supply of mahogany logs on the island.

Mr. Robbins has been in Cuba for the past twelve years and is an expert on mahogany. The company's mill has been running since September 2, 1914. Otis A. Felger of Grand Rapids, president of the Felger Lumber & Timber Company, is also president of the Pelger Robbins Company

### Charles B. Coles

Charles B. Coles, president of the C. B. Coles & Sons Company, Camden, N. J., died at his residence, 331 Chester avenue, Moorestown, N. J., on October 9, at the age of seventy nine years. From 1864 to 1870 he was a partner in the firm of Doughten & Coles, lumber dealers and manufacturers of packing boxes, near the Kaighn's avenue ferry, Camden. In 1870 he started in business for himself on Front street below Kaighn avenue, this location still being a portion of the property now occupied by the C. B. Coles & Sons Company. The deceased is survived by two sons, William C. and Henry B. Coles, who have been associated with the firm headed by their father since its incorporation in 1894. Mr. Coles was a pioneer in the temperance cause, and during his adult life was a faithful worker for the abolition of the liquor traffic. In 1865 Mr. Coles married Miss Mary





MAGNOLIA IS WELL ADAPTED FOR CROSS BANDING STOCK MADE BY KENTICKY VENLER WORKS, LOUISVILLE, KY.

M. Colson, of Mullica IIIII,  $N^k_{\rm e}J_Z$ . The early part of their married life was spent in Camden, but in \$1886 they removed to Moorestown.

### George C. Brown & Co. Purchase Timber

A tract of 2,500 acres of timber in Arkansas containing the famor. St. Francis Basin oak, gurf, ash, hickory, etc., has been purchased by George C. Brown & Co., of Memphis, Tenn., and Proctor, Ark. The Brown company already owns considerable holdings of hardwood stumpage in Arkansas, all of it being of the St. Francis Basis quality.

### Disastrous Fire at Chicago Flooring Plant

The plant of the Chicago Maple and Oak Flooring Company, located at Ashland agenue and Twenty second street, was badly damaged by fire on Friday, October 15. The flames started in the dry kilns and destroyed the entire battery of seven, the mill buildings and lumber stored in the yard. It was said by officers of the company that the loss will approximate \$100,000, which is fully covered by insurance.

### Will Use Statistics for Cheap Building

R. S. Kellogg, secretary of the National Lumber Manufacturers. Association, recently issued a booklet describing in detail plans for the necessary material and labor for the construction of a garage at a cost considerably below the cost of ready-built houses of the same type. He is now making use of this information by personally addressing respective automobile owners explaining that he and his association have no axe to grind other than to tell the truth about the possibilities of right building.

### A Maryland Walnut Tree

A record—a "hardwood record"—was made by the wainut tree shown in the accompanying illustrations. That is to say, it was, until it was felled recently, the largest and finest specimen of figured walnut left standing in the state of Maryland—possibly in the whole country. It

measured five feet six inches in diameter, contained more than seven thousand feet (board measure), was perfectly sound and figured in every foot.

Walnut buyers have had this tree in view for years, but it was not for sale, and came into the market only recently. It was the largest of three great walnut trees on an estate situated on the "North Point" shore of the Patapsco river, about eighteen miles east of Balti more. The other two trees measured 1,035 and 800 feet respectively.

The spot is beautiful and historic, being the scene of the "Battle of North Point." The Colonial man sion, 130 years old, was the head-quarters of Gen. Ross while the

British were landing for the invasion of Baltimore. In the ensuing battle Gen. Ross was killed. The house is now used as a club-house and the club members greatly regret the loss of the chief attraction of their grounds, this giant walnut, which they were fond of pointing out to visitors for its size and antiquity.

Walnut trees of this class have become a rarity, and the enthusiasm of the log-man, as he noted the perfections of this piece of timber, may be imagined. Size, soundness, color and figure to a superlative degree were here. Although lightning had struck the tree, it did almost no damage: the growth was even, symmetrical and clean. There is curl throughout but there are no gnarls or abnormalities. Such a piece of wood was a prize and the company securing it regard themselves as particularly for-



THE HEADQUARTERS OF GENERAL ROSS AT THE "BATTLE OF NORTH POINT" IN MARYLAND

tainite. The veneers into which it will be in unusure of x=x ithout question be of immense beauty and value

# Pertinent Information

### Strength of Treated Timbers

The Forest Service recently completed tests carried out for the purpose of determining whether timber is weakened by preservative treatment, and the result was announced in Bulletin 286, published Sept. 27, 1915. The timbers used were southern yellow pine and Douglas fir, and beams of large size were employed. Some of the deductions arrived at were as follows:

Timber may be very materially weakened by preservative processes.

Creosote in itself does not appear to weaken timber.

A preservative process which will seriously injure one timber may have little effect or no effect on the strength of another.

A comparison of the effect of a preservative process on the strength of different species should not be made, unless it is the common or best adapted process for all the species compared.

The same treatment given to a timber of a particular species may have a different effect upon different pieces of that species, depending upon the form of the timber used, its size, and its condition at the time of treatment.

### New Railroad Inspection Rules Will Be Hardship for Logging Roads

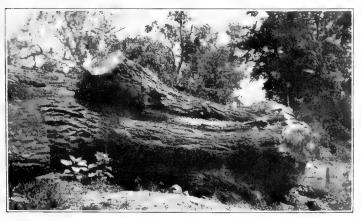
The Interstate Commerce Commission is considering the adoption of rigid and widely affected rules and regulations for instruction and inspection of steam locomotives and tenders, which rules when adopted will apply to all locomotives operated by common carriers that are engaged in bandling interstate commerce. While it would not appear that there is

very much likelihood of this rule affecting lumbermen in their logging operations, a close study of the situation reveals the fact there will probably be innumerable instances where the rules for new inspection night be unpopular.

R. S. Kellogg, secretary of the National Lumber Manufacturers' Association, points out an instance of a southern manufacturer whose tram road operates on less than a fundred feet of main line of the Georgia, Southern & Florida's main line tracks in common with the line of the logging road. For this reason the rules applying to common carriers have been applied for inspecting the logging locomotives, which fact has become very burdensome to the operator.

### Valuable Bulletin on Cypress

The Department of Agriculture has published Bulletin 272 on "The Southern Cypress." It was written by Wilbur R. Mattoon, forest examiner. The pamphlet contains seventy-four pages and deals with all phases of the well known southern timber tree, including an account of its geographical range, the available quantity, annual cut, properties and uses of the wood, markets, and prices. Special consideration is given to the life history of the cypress, from the planting and sprouting of the seed to the maturity of the tree. The rate of growth is shown, and suitable and unsuitable soils and situations are described. The common belief that cypress thrives





TWO VIEWS OF THE BIGGEST WALNUT TREE RECORDED AS CUT IN MARYLAND. TAKEN FROM REVOLUTIONARY BYTTLE GROUND

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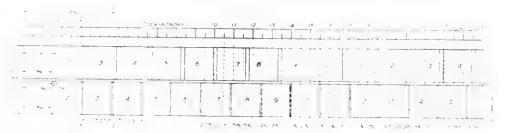
### Where Wood Has Not Been Misplaced

1 . 1: . . Note that the strength of the The First Note of the State of the State of the Westighten resident the west of the State of the end that the few was an year second by participate. The western that participate that the our wooden yessels as against even metal yessels. A comparison of the total, however, reveals the fact that while wood is unquestionably the popular construction for sailing vessels and for the smaller boats of different kinds, the larger craft are mainly built of steel, at least the hulls are, as the 289 wooden vessels built had a tonnage of 20.848 tons, while the "wenty seven stod vessels had a tonnage of 25.428

### Question of Saw Dust Waste

The assumpting Mustration comes with a circular issued by Wm B Mershon & Co., Saginaw, Mich., manufacturers of band sawing machinery.

The Mershon company writes that a good deal lasben said about censervation economy and kindred topics, but that it occurs to It that the circular from which the illustration is taken shows one very prevalent



waste of material, and brings to the attention one very important example of waste on the part of the woodworker, where he is ripping molding strips, sash stock, flooring strips, turning squares or handle stock of any description, or manipulating lumber in any way that requires the tise of a saw.

The companys explanation of the chart follows

The company's explanation of the chart follows.

Figure it out for yourselves. Lay out a scale in inches similiar to the above cut; under it lay out any stock dimensions you are ripping on a circular saw, and allow 5." for sawkerf. Below this, show the same dimensions, ripped on a band ripsaw, but allow only 4." for sawdust. Then come up the number of pieces yielded, and figure the average gain in product on the average width of your lumber.

How much in dollars per day does an increase of 5 per cent in product represent in your plant?

To put it another way, how much does a saving of an eighth of an inch in sawkerf represent? The band will save you one-eighth as compared with a circular; 1s," is 1 per cent of a foot. Thus the faster your band rips, the more it will save, and the faster your circular rips, the more it will waste. If the latter rips 200 feet per minute, it wastes 2-foot board measure per minute.

board measure per minute

### English Paving Block News

A recent consular report from England gives the present status of paving block material in that country, and it appears that American woods are practically excluded by the rulings under which the material is bought. The report says that many woods have been tried for pavement in the Un. 5 d Kingdom.

Jarrah from India was introduced, but proved unsatisfactory, wearing and breaking off at the corners and edges and producing a very rutty pavement. Red gum from the United States likewise gave poor service. use of oak was discontinued some twelve years ago on the ground of expense. Longical pine from the United States was also tried, but it did not wear evenly and produced a rough payement. Canadian white spruce was laid on the north side of Trafalgar Square in London twelve years ugo with an eight pound treatment of creosote per cubic foot and is still in excellent condition.

Without exception, the wood block payement laid in Great Britain now is Swedish and Russian redwood (Pinus sulvestris). The specifications issued by the municipal engineers throughout the country admit this wood and no other, the one exception being the specification for the borough of Westmans' to L. west of the red p.n. and Douglas fir,

### Statement of Ownership and Management

Agreeable to the act of Congress of August 24, 1912, requiring publishers of periodicals to file with the postmaster-general and the postmaster in the office at which such publication is entered, a sworn statement setting forth the names and postoffice addresses of editors and managing editor, publisher, business manager and owners, and in addition the stockholders, if the publication is owned by a corporation, and also the names of known bondholders, mortgagees or other security holders, and that such sworn

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Hu Maxwell, Technical Editor, 927 Asbury avenue, Evanston, III.

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Owner — 12: House of Corpo — A South Deutorn street Chleage, III — I — H. D.C. C. C. C. South Deutorn Street Chleage — I.I., Estate H. H. Gibson, 507 South Deutborn street, Chleage, III

There are no known bondholders, mortgagees and other security holders holding any bonds, mortgages or other securities of this company,

E. H. Dirmaron, Editor.

Sworn to and subscribed before me this twenty seventh day of September, J. S. Pressission Notary Public

### Walnut Booklet Out

Members of the American Walnut A sociation, which has its headquarters at 1404 Starks building, Louisville, Ky., have had so many calls from lead ing consumers, architects and others who are interested in "the aristocrat of American hardwoods" that it was decided some time ago to publish a booklet giving the principal facts of interest about the wood as an answer to all of the questions which might be asked,

The booklet has recently come from the press, and is attractive in all respects. It gives the history of the rejuvenation of the now popular wood, tells of its characteristics, supply, etc., describes its use in prominent build ings, lists the names of leading furniture manufacturers who are using it, and presents illustrations of the wood in the form of lumber, built-up

panels and in fin ished work. In brief, it tells the things which the interested inquirer would naturally want to know about the wood.

The association has found an un usually keen interest on the part of architects in

walnut, and it appears that the manufacturers of interior finish will be kept increasingly busy from now on making up walnut trim, as office buildings, hotels and other pretentious structures will consume a large amount of walnut in the immediate future. Casket manufacturers, who have always been partial to walnut, are finding that it is in increased demand also, and will feature the wood more hereafter than they have ever done before.

### Minnesota's State Forest Service

The fourth annual report of the Minnesota State Forest Service has been published in a bound volume of 99 pages. The report was compiled by William T. Cox, state forester, and covers the industries dependent largely upon the wooded lands, whether such industries are the property of the state or of companies and citizens. Timber is not the only resource recognized, though it is an important one. Attention is given to camps and recreation, the protection of fish, birds, and fur bearing animals, and the conservation of the waters of the region by caring for the vegetation which has a tendency to make the flow steady and adequate.

Minnesota is naturally one of the finest recreation regions of the whole country in summer, though the severity of the winter climate closes the region pretty effectually against pleasure seekers at that season. The lakes constitute the leading feature of the scenery. They exist by thousands. The source of the Mississippi river is in Lake Itasca, and the state has set aside there a park of thirty five square miles, and is building a highway to make it accessible to the public, and other improvements are being carried out for the enjoyment of tourists and campers.

The waters of Minnesota swarm with fish, and steps have been taken to stock lakes and streams with better kinds, wherever there is room for improvement along that line. Portions of the state may be justly classed as the fisherman's paradise.

Game animals and those which are valuable chiefly for their fur are in no danger of becoming extinct in Minnesota, for measures have been taken to protect them against destructive methods of hunting and trapping. elk will probably get a foothold in that region again, and the beaver, deer, and bear are to be found in the less civilized parts. Animals which produce fur are being domesticated. They are grown in pens and the sale of their skins is becoming profitable. There are men who follow the raising of fur animals as a pusiness. The cold winter climate is layorable.

A constant campaign against forest fires is carried on in Minnesota, and the most approved methods of combating that danger are in force. The first aeroplane fire patrol in the world was established in that state. The region has had some disastrous fires in the past, and every approved method is being used to prevent similar visitations in the future. The ground is given the best practical protection against erosion in order that the land's fertility may be preserved, the flow of water in the rivers be maintained. and the beds of streams and lakes may be prevented from silting up. Fortunately, much of the surface of the state is flat and erosion is not so active as it would be in a mountainous region.

The state abounds in both hardwoods and softwoods. Because Minnosota now leads all other states in the production of white pine lumber, the belief prevails that white pine is about the only timber tree grown there That is erroneous. Very large areas of excellent hardwoods exist. Paper birch, sugar maple, basswood, and trees of the poplar group, like aspen and balm of Gilead, are produced in large amounts in Minnesota.

### Franklin H. Smith Reports on Australasia

Regarding the work of Franklin II. Smith, commercial agent of the For est Service, in his travels and investigations through the far East and Australasia, the Forest Service has the following to say:

Australasia, the Forest Service has the following to say:

For many months Franklin II. Smith, a commercial agent of the Bureau of Foreign and Domestic Commerce, Department of Commerce, has been traveling in the far East and Australasia, conducting a thoroughgoing investigation into the markets there for the products of American forests. In his report on China, which has just come from the press, he reviews in detail the lumber situation in the great oriental Republic. Mr. Smith is optimistic with respect to China, believing that the future will witness a largely increased use of American woods. "The population," he says, "is slowly shaking off the old order of existence and turning toward the new toward greater agricultural and industrial activity—absorbing new ideas—and adonting medern methods. With increasing development along many lines and with the extension of the railroads, with their civilizing and trade-creating effects, there must of necessity come a larger, wider call for lumber. The United States with its durable, easily worked and comparatively cheap timber will, with proper precautions, control this trade."

Yet, notwithstanding the confidence here expressed and the fact that the United States already gets about half of the Chinese business, Mr. Smith sounds a note of admonition. He points out the desirability of a standard list price, advises closer adherence to grades, touches on the possibility that new competitive sources of supply may come up, and emphasizes the need of direct representation in the Chinese field and of a campalgn of education to acquaint prospective purchasers with the superior qualities of American woods.

Mr. Smith's new booklet is entitled "China and Indo-China Markets for American Lumber" and is No. 104 in the Special Agents' Series. The

American woods.

Mr. Smith's new booklet is entitled "China and Indo-China Markets for American Lumber" and is No. 104 in the Special Agents' Series. The practical, pertinent information contained in it includes many tables of import and export statistics and a careful examination of the situation in each of the principal markets. Attention is given to railroad demands for timber, the market for boxes, barrels, and shooks, and practically all other aspects of the trade that are of interest to American manufacturers. Five cents is the price of this publication, obtainable from the Superintendent of Documents, Washington, D. C.

### The Billboard Big Outlet for Lumber

Accounts from New Orleans state that the recent hurricane destroyed a good many billboards in that city and other coast towns, which will have to be reconstructed in the near future. Here is an opportunity for the advocates of new energy in the lumber business to show that they are able to have every last one of these billboards constructed of wood rather than of wood frames with cheap metal of some kind stretched over the surface.

### Lumber Tariff Reinstatement Policy

It is rumored at Washington, D. C., that there is a possibility of the lumber tariff being put back on the books. There is every evidence that there will be a keen fight on to this end when Congress again convenes. It is natural to expect that those senators and congressmen from lumber producing states will be especially interested in the reinstatement of the lumber tariff, particularly when it is so very apparent from an unprejudiced study of conditions that protection of this sort is an absolute necessity.

### A Successful Reforestation Effort

The Canada Lumberman in a recent issue contains an account of the reforestation policy of the Laurentide Company, Ltd., of Grand Mere, Que. The report says, "To a considerable extent the lands planted were previously cleared for cultivation, but found upon trial to be unsuitable for agricultural purposes. About 400 acres have already been planted to trees, mostly Norway spruce with some Scotch white and red pine. The oldest of these plantations was made in 1913, and all have been successful. The only failure has been in fall planted red pine. The Scotch pine has made good growth, and the white pine has started well. With the Norway spruce there has been less than five per cent loss and they have begun to grow nicely. These plantations are guarded by fire lines and roads, and a special ranger is kept on duty continuously from snow to snow."

### Italy Places Gigantic Lumber Order

Details of the big order for American lumber recently placed by the Italian government have been spread pretty much all over the country. The order calls for 50,500,000 feet to be split up between boards, timbers and ties as follows: 29,000,000 feet of boards, 15,500,000 feet of timbers and 6,500,000 feet of cross ties. The order is mainly for yellow pine.

### Loblolly Pine Bulletin

The geological survey of North Carolina, co-operating with the United States government, has published a bulletin of 176 pages descriptive of the loblolly pine (Pinus tada) as it grows in North Carolina. The bulletin is worth careful reading by all persons interested in this pine. Much more attention is given to the growth and care of the tree than to the manufacture and use of the lumber, and the report is of more service to the owner of loblolly land than to the manufacturer of the wood. The bulletin was written by W. W. Ashe.

### Baltimore Exports for September

The report of exports from this city for September shows some unusual trade developments or the lack of them. In the first place, shipments of logs are altogether wanting, foreign buyers evidently having use only for manufactured lumber and being too busy on other things to do any sawing themselves. In the next place it proves that as against September of last year there was a heavy increase in the exports of oak lumber, in spite of reports about congestion on the other side, and that while poplar did not figure in the statement for September, 1914, at all, not less than 90,000 feet was sent abroad last month. Very gratifying gains in the forwardings of short leaf pine and spruce are disclosed, and it is seen that a big business in staves was done, the value of these shipments greatly exceeding those of any other month in years. Just why staves should have attracted so much attention is not known, the war evidently having given rise to uses not previously developed. Altogether, the exhibit, while again emphasizing the fact that September is a rather quiet month in the export trade, also strengthens the evidence that since the first shock of the war the export business has made fairly steady headway, the value of the exports last month exceeding those of a year ago by \$36,000, and, in fact, almost doubling them. This is a greater relative gain than for any previous month during the war period, and suggests that the retarding effect of the great conflict is being gradually overcome. The comparative statement is as follows:

	September		September	
	Quantity.	Value.	Quantity.	Value.
Lumber, oak (feet)	850,000	\$31,017	313,000	\$11,509
Lumber, white pine (feet)	20,000	1,050	25,000	700
Lumber, short leaf pine (feet).	30,000	995		
Lumber, poplar (feet)	90,000	2,980		
Lumber, spruce (feet)	132,000	3,960	86,000	3,154
Lumber, all others (feet)	133,000	6,422	84,000	4.185
Shooks, all others	1,340	1,340		
Staves	394,820	22,440	4.142	625
Lumber, all others		230		757
Doors, sash and blinds		590		151
Furniture		165		18,100
Trimmings		317		
wood		7,564		4,278
		\$79,570		\$43,459

### Substituting Mahogany for Walnut

The British arms makers are substituting mahogany for walnut for rifle stocks, where sufficient walnut cannot be had. There is not much difference between the two woods in cost by the time they are delivered in England. Walnut is preferred to all others, but it has become necessary in some instances to seek for substitutes.

### Oak Gaining Favor

The London Timber in speaking of the hardwood market there says there are indications that oak is obtaining more favor now in the furniture world than has been shown toward it for several years, and some are predicting that the next favorite among the furniture woods is to be oak. If this guess is right, it will probably also mean the use of more oak in planing mill work for interior trim.

### Alaska's Timber Resources

The railroad now under construction in Alaska from Seward to Fairbanks will open large tracts of timber for cutting. It is estimated that 20,000,000 acres of good forest are found in Alaska, and four times that area of scattered timber. Sawmills are preparing to follow the railroad builders into the country and in a few years the output of that region will hold an important place in the country's lumber cut. The principal wood is spruce, but there are fairly large quantities of others, including paper birch.

### Successful Grape Shipments in Sawdust

The shipment of California table grapes in redwood sawdust has proved a success, but is somewhat expensive. A keg that contains thirty-five pounds of grapes costs ninety cents for the container and the contents. The freight and refrigeration to Chicago costs seventy-one cents. The grapes sell for \$2.50. This leaves eighty-nine cents for commission and profit. It is cheaper than shipping in cork waste from Spain, but the margin of profit is not very high, considering the investment and the ordinary uncertainties of the trade.

### Looking Toward America

A late issue of the London Timber News says that the development of the American trade will need to be carefully watched. Many English firms. who formerly took no interest in transatlantic wood, are turning their attention to this source of supply, as it is quite possible that contingencies may arise next year rendering the North Sea route more difficult, while allowing the Atlantic business to be carried on as before. Canadian sales are still hampered by the freights, which, of course, are much higher than from the Baltic, but if Swedish sellers put up their prices to too high a level, encouragement will be given to the exporters there and in the United States, and greater efforts will be made to increase the output.

### Looks Like Meanness

The most shining example of meanness brought to public view for some time is contained in an article recently published in London Timber. An old, wooden-legged man who ekes out a precarious living by selling matches was recently fined sixty-two cents as punishment for allowing his wooden leg to stick out and obstruct a highway when he sat down to rest.

# FARRIS HARDWOOD LUMBER CO. Musufacturers Band-arwn SOUTHERN HARDWOODS

### Clarence Boyle, Inc., Chicago Chicago WHOLESALE LUMBER

Always in the market for OAK, GUM and POPLAR

### For the Eastern Trade =

In this case, we show the section of the section o Buffalo yards 3 or 4 days after receipt of order:

Brown and White Ash, Basswood, Beech, Birch, Cherry, Chestnut, Gum, Hard and Soft Maple, Plain and Quartered Red and White Oak and Poplar.

the description and real

### The Atlantic Lumber Co.

70 Kilby St., Boston, Mass.

Birch for "Varmint Tongs"

I can be the free first state of each in the Neither box compared protty which desired sets to which this wood is put out there is one use which desired out tiple is to have is trid its plus as any published lists. If a refer to a controlly are well as Variant tongs." The recent report published by the Minnesota Forestry Board prints a picture and description of the birch tongs for catching "varmints," such as foxes, wild cats and other animals with dangerous claws and teeth. In the northern country the fur industry is becoming domesticated. They raise their fur-bearing animals in pens instead of trapping them in the woods. It is necessary to transfer the growing cubs, and even the full grown specithe product that the principles and this work that the birth tongs come the first law of lawed from two ends, cools have test long. The confidence was to shared also a cooler just large enough to fit around visit and sales. When the layer is this to ked up for treasfer he can be held at such a distance that he cannot strike or bite the hand of his benefactor, and though there may be some lively spitting and spatting, the furious wild cat or the more submissive fox is safely lifted from one pen to the other in spite of himself, and is none the worse for his experience. Wood is used for the tongs in preference to metal because the instruments must be large and if of metal they would be too heavy. Besides, the animal often makes a vicious snap at the tongs before caught. and contact with metal would break his teeth, but wood does not in-

Plenty of Variety

Proceedings of the property of the property of the property of the process of the Service to show the various uses to which the public is putting the government land involved. The list includes 59 apiarles, 2 brick yards, 31 canneries, 39 cemeteries, 9 churches, 1 cranberry marsh, 32 fish hatcheries, 1 golf links, 43 hotels, 1 astronomical observatory, 10 fox and rabbit ranches, 1,085 residences, 74 resorts and club houses, 3 sanitariums, 500 57 st., s 16 betterpal water sheds, and 182 water power sites, with many other uses. Fees collected on 7,895 of these permits contributed a total of \$175,840,40 to the general forest revenues, but 10,447 of the permits were issued without charge.

### A New Pencil Wood

new candidate for favor as a pencil wood claims attention from that it is closely related to the southern red cedar of the United States. which is the wood so largely employed in the manufacture of lead pencils. The African wood which is now attracting attention is not the same as the cedar of German East Africa, which was formerly used in Germany for pencils. It comes from a region lying under the Equator, and thus far has been marketed in a small way only, though it has been tested

In personal to war and the first approximated the control of the co

English Brown Oak

Profit of the Line of down eak
Is extracted to the Company of to the Mile in the course to the Next of the largest occurs to the War and the second of the Report States of Weborn and Angly 1 11 so as in Hartfordskies splendid extion of the transfer of the tra the magnetic networks, and the William House at Washington, is entirely period with Ing a covin calc. Sittings as it may appear, yet the fire to rewress a free-base been sent to America, where they are cut either into veneers or wainscot or used for the best class of furniture. The price of brown cak is comparatively high, bring fully four times that of the bottom of the wood. For a single free at Wellock \$250 was paid, while in the famous Rockingham forest, or what remains of it, \$205 was accepted for a clean, but by no means big, specimen, but higher prices than either of these have been obtained both at Ampthill and Ashridge.

### Sawmill Directory of the United States

The government of the bond an official directory of the sawmills of the United States Mr. 102 South Luntwoods and softwoods are Included The work being done in co-operation by the Forest Service and the Bureau if Loreign and Detailing to Commerce

This accurate knowledge of the places from which lumber may be obtained is one result of the closer government supervision of forests, as the same service that protects the trees gathers the facts that will aid fac tories and dealers

The history of this branch of American industry is a record of shifting production from extreme Northeast to the northern part of the central section of the country, to the South and West, and the directory of sawmills shows the proportions of the total output now derived from each of these sections.

This publication, with its detailed information, offers almost a glimpse of the mills in operation, for the returns compiled tell of the kinds of wood each produces, the capacity of the plant in board feet per day, and per cent of output in boards, timbers, or framing. They indicate mills producing laths, shooks, ties, or shingles, and record the largest size a mill can furnish, largest size it can dress, largest it can kiln-dry, the least thickness it can resaw, and its specialties.

A rapid survey of the field of production is afforded by a map of the United States presenting in graphic form the yield of lumber in 1912 by States and kinds of wood. It shows large amounts from such States as Louisiana, Washington, Oregon, Michigan, North Carolina, Wisconsin, Virginia, West Virginia, Mississippi, Arkansas, Pennsylvania, Minnesota, and others, with smaller amounts down to the less productive States. There are also tables giving similar data for the various species, and a list of associations with the addresses of their officers and the kinds of wood the members produce. Rail and water routes to the individual mills are indicated in the returns from their owners that are published.

The book, which is Miscellaneous Series No. 27 of the publications of the Bureau of Foreign and Domestic Commercy, may be obtained from the Superintendent of Documents, Government Printing Office, Washing ton, D. C., at 25 cents a copy.

America's Restraining Influence

The London timber of September 48 in speaking of timber prices particularly in regard to september 18 in Sweden says that attempts to advance prices rapidly which have been made by certain sellers have not met with any success, and it is now generally conceded that the right course was taken; the competition from America has been the restraining feature, and if the Swedish shippers had been too grasping they would have thrown more of the trade into the hands of their competitors on the other side of the Atlantic.

# Hardwood News Notes

### -----≺ MISCELLANEOUS ≻---

The March Hardwood Lin, or Corolins Loss on incorporated at Macon, Ga., with a capital stock of \$25,000,

The Wolf River Lumber Company, Antigo, Wis., has suffered a loss NV DIE

The Monogram Hardwood Company at Montgomery, Ma., has gone out of ousing s

# The HUDDLESTON-MARSH LUMBER COMPANY desire to announce that the firm name has been changed to

### Huddleston-Marsh Mahogany Company

and that they are now

# Importing Mahogany Logs and manufacturing same into Lumber and Veneer

with manufacturing and wholesale offices at

33 West 42d Street, New York and distributing yards and general offices at 2254-2266 Lumber Street, Chicago

desire to announce that the firm name has been changed to Fancy Woods, Veneers and Glued-Up Stock

Mills and Yards: Long Island City, New York

The Deal Buggy Company, Jonesville, Mich., is reported as liquidating. It is stated that the Willson Manufacturing Company, Appleton, Wis., manufacturer of meat blocks, will move to Menominee, Mich.

Among Alabama concerns which have recently gone out of business are: Morgan & Brown, Acton; J. M. Weeks, Beaverton; J. W. McNeil & Bro., Luverne and the Mechlin Lumber Company, Mt. Vernon, and in Arkansas the French Lumber Company at Crawfordsville and Lansing; T. S. Holt, Ogamaw, and W. H. Wolfe, Vanndale, bave discontinued business.

The Southern Manufacturing Company, Birmingham, Ala., manufacturer of coffins and furniture, has been succeeded by the Birmingham Manufacturing Company.

The National Woodenware Company, Grand Rapids, Mich., is a voluntary bankrupt, and the W. H. McIntyre Company, Auburn, Ind., automobile makers, has also gone into bankruptcy.

The Pee Dee River Veneer Company has been incorporated at Drake, S. C. At Memphis, Tenn., the Walnut Log & Lumber Company has been

incorporated.

At Michigan City, Ind., the Engleton-Boyd-Bryson Company has been incorporated with a capital of \$150,000, by Samuel F. Engleton, Ralph Boyd and Wm. E. Bryson.

The Caledonia Box & Manufacturing Company has been incorporated at Winnipeg, Man.

At Hamilton, O., the Huss Furniture Manufacturing Company has been incorporated.

W. S. Raef Company recently began a wholesale and export lumber and cooperage stock business at Little Rock, Ark.

With \$1,000 capital stock the Elm City Woodworking Company has been incorporated at Brooklyn, N. Y.

The Sklar & Cohen Woodworking Company has been incorporated at Brooklyn, N. Y. with \$10,000 capital.

The Frank C. Rawson Company has been organized at Winchendon, Mass., to manufacture woodenware. The company is capitalized at \$5,000.

At Boston, Mass., the Victor Swanson Company has been incorporated with \$10,000 capital.

The National Wood Preserving Lumber Company has been incorporated at Elkton, Md., with \$150.000 capital.

### ===< CHICAGO >===

R. B. Goodman and O. T. Swan, respectively president and secretary of the Northern Hemlock & Hardwood Manufacturers' Association, passed through Chicago twice last week going to and returning from Detroit where they attended the meeting of the Michigan Hardwood Manufacturers' Association.

II. M. Stack of the Stack Lumber Company, Masonville, Mich., was in Chicago last week on his way to Detroit and Cleveland. Mr. Stack says things are picking up in mighty good shape with the Stack Lumber Company, and that the new mill is now shut down while a new carriage is being installed in the band mill.

C. T. Mitchell of Cadillac, Mich., of the Mitchell Brothers Company and Cobbs & Mitchell, Inc., was in Chicago Friday and Saturday of last week in attendance at the meeting of the flooring association.

Arthur Jarvis of the Steven & Jarvis Lumber Company, Eau Claire, Wis., spent a couple of days with the Chicago trade a week ago.

W. T. Thompson of the W. T. Thompson Veneer Company, Edinburgh, Ind., was in the city a couple of days last week on business in sight.

The Commonwealth Timber Securities Company, 1515 Corn Exchange Bank building, makes formal announcement of its recent incorporation, which was reported by Hardwood Record some time ago. The principals of the company are E. J. Young of Madison, Wis., Grant T. Stephenson of Milwaukee, and Frank R. Barns of Chicago. Mr. Barns has charge of the Chicago office. The Commonwealth Timber Securities Company will engage in the purchase and sale of timberlands and in the sale of securities covering timberlands.

The work of the Northern Forest Protective Association, with headquarters at Munising, Mich., is reviewed in pamphlet form giving in addition the proceedings of the fourth annual meeting. Thos. B. Wyman is secretary and forester.

### **==≺** NEW YORK **>**=

The Huddlesten-Marsh Mahogany Company, which is the new style for the Huddlesten-Marsh Lumber Company, Æolian Hall, West 42d street, is showing visitors a sample of veneer cut from an especially fine figured Mexican mahogany log which recently came into its possession in the usual course of business. Mr. Huddleston is particularly proud of the specimen, which is really one of the finest ever seen hereabouts.

The plant and equipment of the James McBride Company, whose failure was mentioned in these columns in our last issue, have been taken over by the M. R. Flooring Company, Mowbray & Robinson interests of Cincinnati, who will continue its operation. M. E. Cummings, who has been associated with the Cincinnati people for many years, will be in charge of affairs at this end. The sale was held October 11.

The "Knot Golfers" held their last tournament of the season at Wykag!,

Having still the find test of time as I been proneumed ideal.

### Perkins Vegetable Glue

now gains still further distinction by being pronounced by United States District Court "meritorious and valuable, and a distinct advance in the art."

The Perkins patents were sweepingly sustained in a broad decision by the court.

The Perkins Glue Company is the only company that has made of vegetable glue a perfect product.

J. M. S. Building

# Competition Stimulates Quality

A buyer's market invariably results in quality competition in manufactured goods - for obvious reasons. Quality competition without added quality to back it is disastrous—requiring more rigid guarantee of goods it means that the man not able to improve his product here and there to approach perfection is merely betting with himself on whether he will or will not have to make good on stock which, to get the order, he guaranteed.

# Perkins Vegetable Veneer Glue In All Panel Work

allows you to make any reasonable guarantee with impunity. It does away entirely with blistered work, and can be shipped to any climate without fear—thus vastly increasing the sales field.

### Perkins Vegetable Glue

is guaranteed to be uniform, requires no hot, obnoxious glue room, will not sour, costs 20 per cent less than hide glue.

Use Perkins Glue and make your guarantee safe for you

PERKINS GLUE COMPANY SOUTH BEND, IND.

Originators and Patentees

46 1 26 14 5

New Rochelle, October 19—After play the boys stayed over for dinner and held the regular meeting, at which it was voted to continue the organization next season with a larger membership. Mr. Cape was again chosen to lead the club, which is one for the promotion of good fellowship among the members of the trade. The first season was so successful that the vote to continue was unanimous. It promises to be a fixture in the trade.

### =< BUFFALO ≻=

The chestnut outing of the Buffalo Lumber Exchange on October 14, denominated by the committee as an "Attack on Chestnut Ridge," resulted in a most enjoyable time for the forty-five or fifty who attended. It was a gloomy day overhead and rain fell most of the morning, so the automobiles did not start until two hours later than expected. Chestnuts were few, but there was an abundance of food, including some of the best beefsteak obtainable anywhere, in most liberal portions. The hardwood lumbermen who got up the sumptuous repast and served it in regulation chefs' uniforms were F. M. Sullivan, C. N. Perrin, Eugene Nostrand and E. J. Sturm. They, as well as the other members of the entertainment committee, A. E. Davenport, Peter Yeager and T. H. Wall, are well deserving the hearty vote of thanks and three cheers the assembled lumbermen gave them. Much of the credit is due, too, to President W. P. Betts of the exchange, who saw that everybody was having a good time.

The subject of politics is the prevailing one in lumber circles and will be for the next two weeks, due largely to the fact that two lumbermen, Arthur W. Kreinheder and Knowlton Mixer, are running for councilmen. They are making speeches somewhere every day and both seem to have an excellent chance of being elected.

The H. T. Kerr Lumber Company has been shipping lumber to Detroit lately, the cargo's of the steamer Edward Buckley usually being sold before they are unloaded.

Taylor & Crate find their southern operations very promising, whether it is sawing out white oak lumber or gathering corn and cotton in the Sundower district of Mississippi. They have lately been cutting out some coefficients. It

The Buffalo Hardwood Lumber Company has been fairly busy lately with a general line of lumber selling. Ash and maple lead and prices are much better.

Blakeslee, Perrin & Darling are moving oak, maple and cypress. The cypress demand is picking up and the market is firmer than a few weeks

Davenport & Ridley state that trade was quite satisfactory in September, Maple, ash and oak are doing the best this month and plain oak prices are a little stiffer.

R. D. McLean of the McLean Mahogany & Cedar Company has been making a short business trip to Canada, after returning from the West. The mahogany trade is rather quiet at present.

The Yeager Lumber Company has had a satisfactory trade in ash recently, with a fair demand for maple. General trade is said to be about the same as a month ago.

T. Sullivan & Co. have had a good demand for brown ash during the past few weeks and there is a better call for fir, in which stocks at present are not large in this section.

E. J. Sturm of Miller, Sturm & Miller has returned from a three weeks' selling trip. He states that there is a fair improvement in the demand for maple and ash.

The Hugh McLean Lumber Company reports good plain oak rather scarce, with a stiffening in price.

### =≺ PHILADELPHIA >===

Two of the finest and most complete and modernly equipped municipal steamship piers in the United States were turned over to the city of Philadelphia on October 16. Lumbermen were well represented at the transfer of the new structures, which are located at the foot of Queen and Christian streets, along the Delaware river front. The piers are designed for the use of the largest vessels sailing from Philadelphia. There are railroad connections direct from the piers to the belt line railroad, through which public belt line any of the trunk lines entering the city can be reached. Double railroad tracks run down the middle of each pier in sunken pits, to facilitate the handling of freight from cars to pier deck. The cost of the piers complete was approximately \$1,850,000.

J. Edwards Smith Jr. of Franklin A. Smith & Sons Company, wholesale lumber dealers. Land Title building, is sharing congratulations with Mrs. Smith on the birth, October 11, of J. Edwards Smith 3rd,

H. S. Dewey has returned to this city as an eastern sales agent for the Virginia & Rainy Lake Company of Virginia, Minn. He will also handle fir stock from the Everett, Wash., plant of the Weyerhaeuser Lumber Company, in addition to a Michigan maple flooring with which he has been identified in the past.

Cross Brothers, wholesale lumber dealers, have opened an office in room 704 Crozer building, 1420 Chestnut street.

Sterner & Lafferty have started in the wholesale lumber business in the Widener building, Juniper and Chestnut street. W. J. Sterner of Asbury Park, N. J., is president; L. N. Lafferty, vice president and manager; and J. W. Sterner, son of the head of the company, secretary and treasurer. Mr. Lafferty is widely known in the local trade, having been employed for many years by the Gill Lumber Company and S. H. Shearer & Son.



This battery of automatic, electrically driven veneer saws, operated under ideal conditions, is conceded the model plant of today

Importers and Manufacturers

### Mahogany and Cabinet Woods-Sawed and Sliced

Quartered INDIANA White Oak, Red Oak, Figured Red Gum, American Walnut, Etc.

Rotary Cut Stock in Poplar and Gum for Cross Banding, Back Panels, Drawer Bottoms and Panels

# The Evansville Veneer Company

J. W. Turnbull, head of the J. W. Turnbull Lumber Company, Stock Exchange building, is on a trip to the Pacific coast. Important announcements as to new mill connections are expected when he returns.

Owen M. Bruner, head of the Owen M. Bruner Company, has purchased a motor car and is using it for business daily. Mr. Bruner was seized with a sudden illness while at Asbury Park last summer. He has not progressed as rapidly as he expected and on the advice of his physician is spending most of his time in the open air. Hence the motor car for calling on the trade.

The annual tournament and meeting of the Philadelphia Lumbermen's Golf Club was held October 20 at the Huntingdon Valley Country Club.

### **==≺** PITTSBURGH **>**=

The J. W. Cottrell Lumber Company, which has a big hardwood operation in Virginia, has been handicapped somewhat the past two weeks by the lack of men and teams there, due to the enormous apple harvest. It has been very hard to get any help in the woods as everybody was engaged in marketing apples.

F. A. Seaman has bought the mill and lumber of the Federal Lumber Company, which is liquidating because of the death of its principal stockholder. The plant is located on the Bald Eagle railroad near Tyrone, Pa.

The American Lumber & Manufacturing Company notes a gradual improvement in business but does not expect anything approaching a boom until after the first of the year. Manufacturing plants are buying considerable more lumber than a few weeks ago.

The Allegheny Lumber Company is very optimistic about the immediate future of the lumber business. Manufacturers are putting in much larger orders than in the summer and are likely to be heavy buyers next year.

The Acorn Lumber Company, according to H. W. Henninger, finds business a little better in other districts than in the immediate Pittsburgh section. President H. F. Domhoff of this company made a trip through the East last week.

Joseph Collingwood has moved his basket factory from West Farmington, O., to Warren, O., and is fitting up one of the best plants on the Western Reserve. He will manufacture bushel, half-bushel and peck baskets.

The A. & D. Lumber Company, of which W. A. Kessler, formerly of the Crescent Lumber Company is manager, is nicely located now in the Hartje building. Mr. Kessler's specialty has always been poles and ties.

The McNitt-Huyett Lumber Company has bought a large tract of virgin timber in Blair county, Pa., and will put in a plant at once to cut off the hardwood into keg staves and other materials. The operation will require about five years.

### ≺ BOSTON >=

The Jones Hardwood Company, one of the leading local concerns specializing in birch, has recently opened a New York office in the Hudson Terminal building in charge of Harry Snowden, a well-known hardwood man in the metropolis.

A number of lumber consuming industries are included in the recently organized enterprises of New England, the principal firms being: The Black Rock Manufacturing Company, Bridgeport, Conn., capital \$100,000, for the manufacture of tools, machines, etc.; Frank C. Rawson Company, Inc., Winchendon, Mass., capital \$5,000, to manufacture woodenware and specialties; Mission Supply House of America, Boston, Mass., capital \$25,000, to manufacture school and mission furniture and supplies; F. H. Newton Company, Boston, capital \$40,000, and H. E. Ellms Company at Boston, capital \$50,000, both to manufacture and deal in sash, doors, building finsh, etc.; The Sherburne Manufacturing Company at Portland, Me., to manufacture lumber locally, capital \$10,000; John T. Scully Company at Boston, capital \$15,000, and The Pendleton Company of Augusta, Me., capital \$200,000, both to engage in heavy construction and building.

L. L. Larouche, builder and contractor of Pittsfield, Mass., has filed a petition in bankruptcy, scheduling liabilities of \$99,947, which includes several lumber creditors for considerable amounts.

### =**≺** BALTIMORE **>**=

The ocean freight rates are still climbing, and the Baltimore shippers find themselves confronted by the difficulty of having the rates hold long enough to make arrangements with the foreign buyers for shipments. By the time shipper gets the buyer up to the point of saying that he will take a lot of lumber at a certain price the rate has been put up, and the shipper finds himself in the position of having to withhold the shipment or forward it at a loss to himself. Within the last few weeks the rate to Liverpool has been advanced not less than three times. During the week which included the last few days of September to the second of October the rate on oak planks from Baltimore has advanced from 58 to 60 cents. In the week from October 2 to 8 it was raised two cents more, and on October 8 another advance of one cent was made, putting it up to 63 cents. With such frequent changes, of course, the shipper cannot calculate, and must keep out of the trade until the rate conditions get down to a more stable basis. The Gulf port shippers are even worse off, the steamship lines refusing to quote from New Orleans at all, while the rate from Galveston is not less than \$1 per 100 pounds. These figures are on oak planks, but all the other rates have been affected accordingly. They explain why the shippers of lumber

# FOR SALE

# One Million Feet Oak

One Year Dry

# 1" Plain and Quartered Red and White

BAND SAWN, cut from large Louisiana timber—60% and better 14' and 16'

Exceptionally High Grade

Aberdeen Lumber Company Pittsburgh, Pa.



We are Manufacturing 50,000 Balsam and Hemlock Lath Daily

Now have five to ten cars in shipping condition

are so trained in their error to to the poverment afford some relief. It may be not that the edge of the trained to the experters some the latter characteristic decreases to the end at Life more is a case of the British taxing them exists. But with  $\lambda v = (n - b + 1) + v \cdot c \cdot b \cdot b \cdot b$ , the higher rates would be positive to  $-1 + v \cdot c \cdot b \cdot b \cdot c \cdot b$ , the higher rates would be positive to  $-1 + v \cdot c \cdot b \cdot b \cdot c \cdot b$ .

Bailtim to Cardwood den'er are to have a new competitor, the old firm of Then to Michigan A Son, A separational Late treets having just placed orders for , here's teck of an the Lordon sham general use. This firm, one of the telegraph in the city has been before confined itself to yellow and white pire expression and a faw other we destine explanation of the special reason which per profits addition of techs of bardwoods G. R. Proud foot, who is the began of the varietated to the Handwood Ricord representative that non-cross on were alway being received for hardwoods from on tenor of the farm which each offer woods, and this suggested that hardwoods in his a landed to advant, a as a convenience to these curtomer. Mr. Prendfeet also saw an excellent opportunity to build up a profitable trade heretofore inglected. He spent years in the hardwood regions of West Vis. Say to cathe consiste Paltimore from Buckhannon, and is therefore well qualified to take held of the enterprise. The firm will carry stocks of onk, ash, chestnut, poplar, and even maple. At first the tersing will be carred on in a soull way, but the confident belief is enterthined that the trade can be rapidly expanded. A rearrangement of the stocks in the yard has been made of late, being about completed, which will admit of much more from fer passing and facilitate the bandling of the stocks, thus lessening the cost and insuring prompt delivery. Mr. Proudfoot expresses pronounced satisfaction with the results of the present year so far. He states that the firm has run ahead of 1914, and that with respect to profits also the lorsiness has been satisfactory. He takes an optimistic view of the future, and predicts important gains.

Congratulations are being showered upon Norman James, president of the N. W. James Lumber Company, which, in addition to soft woods, also handles finished hardwoods, on his engagement to Miss Isabella L. Hagner, who has been social secretary at the White House for years, having been selected for this position under Roosevelt, and being the first woman to fill such a post. Mr. James succeeded his brother, the late Nathaniel W. James, to the presidency of the company, but was largely interested in the lumber trade before that time. He also has extensive financial and high social connections, and is held in the highest esteem. Miss Hagner is a sister of the late Justice Hagner of the supreme court of the District of Columbia, and the family has been prominent in Washington socially for a long time. The wedding is to take place some time in November.

Lloyd Davis Volk, a salesman for the Willson Lumber Company of Pittsburgh, who makes his headquarters at Cumberland, Md., was married at the latter city October 16 to Miss Irma McAusland Ireland of Cumberland. After a wedding tour Mr. and Mrs. Volk will take up their residence in Cumberland.

Ernest E. Price, a well-known bardwood exporter of this city, who was formerly engaged in business on his own account, but who now represents the Rock Castle Lumber Company and the C. L. Ritter Lumber Company of Huntington, W. Va., in their export departments, surprised his friends on October 20 by being married to Miss Marle L. Sherman, a telephone operator at the Hotel Stafford, where Mr. Price frequently stopped.

Among the visiting hardwood men in the city during the last week was E. G. Caffisch of the Caffisch Lumber Company of Hambleton, W. Va. Mr. Caffisch stated that his company will have cut out its supply of timber in a few months and will then have to seek some other location.

### =≺ COLUMBUS ≻=

James K. Buckingham of the Buckingham & Hair Company, Milford, O., was injured in an automobile accident near Indian View, on the outskirts of Cincinnati, recently. L. B. Stump, a druggist in the machine with him, was killed. Buckingham's automobile plunged over a fifty-foot embankment. He was hurled from the ear, striking his head on a rock. When he regained his senses he attempted to release Stump from under the car, but was too weak from his injuries. It was about three hours before a passing autoist heard his cries for help and went to his assistance.

The Steel Bros. Lumber Company has been incorporated with a capital of \$40,000 to deal in lumber. The incorporators are Orlando Wilcox, Charles McCuskey, L. H. Adams, E. G. Gensemer and T. A. Murphy.

Through a recent reorganization of the Peytona Lumber Company of Huntington, W. Va., with which Thomas S. Sharpnack of Delaware has been connected for some years, Mr. Sharpnack becomes treasurer and sales manager of the company and will have his headquarters at Huntington. Mr. Sharpnack for some years has traveled for the company, and he and his wife have made Delaware their home.

Fire caused a loss of approximately \$20,000 at the plant of C. C. Dunlap, lumber yard and sawmill at Delawage, O., recently. The fire had gained considerable headway before it was discovered.

The Huss Furniture Company of Hamilton has been incorporated with a capital of \$100,000 to manufacture furniture of all kinds. The company has taken over the business of Huss Bros. of Cincinnati and moved the plant to Hamilton. Charles W. Huss is president and William C. Huss secretary and treasurer.

R. W. Horton of the W. M. Ritter Lumber Company reports a slight increase in the demand for hardwoods. Retallers are buying better because of the rather active building trade. Some buying is done by fac-

tories, especially those making vehicles, implements and furniture. Prices are firm at the levels which have prevailed for some time. Prospects for the future are growing brighter.

J. A. Ford of the Imperial Lumber Company reports a better run of orders, with prices showing more strength. Shipments have been interfered with because of the growing car shortage.

John R. Gobey & Co. are having a nice trade in hardwoods, which are showing more strength as business conditions improve.

### -----≺ CINCINNATI ≻--

William C. Lambert was recently appointed receiver for Wm. F. Galle & Co., hardwood lumber concern, which went upon the financial rocks following a suit filed by the widow of a former backer of the concern. Immediately after that litigation was started, creditors of the hardwood company began to press with the result that an application for receiver was instituted by the petitioning creditors. Mr. Lambert's bond was fixed at \$5,000. The bankruptcy is an involuntary one.

A direct benefit has been derived by Cincinnati lumbermen and car builders as a result of the huge orders recently signed by the Pullman Car Company to begin immediate work on 10,000 cars for the Russian government. A hurry call was received in this city for skilled labor in car construction and quite a few local builders left at once for Pullman, Ill. Also, considerable yellow pine was moved in this market as a result of the

In attempting to prevent a collision between his automobile and a street car several days ago, Henry J. Pfeister, a hardwood lumber dealer of Winton Place, suffered a fractured arm. Mr. Pfeister is well known in the Cincinnati lumber world.

The W. H. Fell Lumber Company of Lexington, Ky., recently announced in the local market that it had completed one of the largest timber deals in the state of Kentucky by purchasing 41,000 oak trees along Shelby creek, in Pike and Letcher counties, at a figure approximately \$75,000.

The C., N. O. & T. P. Railroad has joined hands with the lumbermen and State Forestry Commission of the Blue Grass state in an attempt to pre vent the start and spread of forest fires which in the fall months have become so prevalent in that state. It is expected that thousands of dollars' worth of trees will thus be saved.

A recent West Virginia incorporation of interest to Cincinnati lumber and mining men is the Pontiac Mining Company of Joplin, Mo., capitalized at \$150,000, for minerals and timber, with the following gentlemen as in corporators: Charles Shewey, Lue Talman Shewey, James C. Bunting, J. Otis Rader and K. L. Henderson, all of Charleston, W. Va., and known to the Cincinnati lumber district.

Nearly a hundred per cent gain in building operations was the result of the big building boom which inaugurated itself in Cincinnati during September, according to the monthly report of building operations recently issued. Ninety per cent is Cincinnati's gain over last September and an increase of 43 per cent over January, 1915, is another gratifying feature of the report. The report in general shows a healthy increase throughout the country and is indeed gratifying to the lumbermen,

At Akron, O., the Blackstone Building Company recently organized with capital at \$25,000 with M., Patience J., P. F., and A. F. O'Neil and Grace I. Tritt as incorporators.

The West's Loose Floor Company recently was incorporated at Hopkinsville, Ky., for \$10,000, with Hugh and James West and John P. Prowse as incorporators

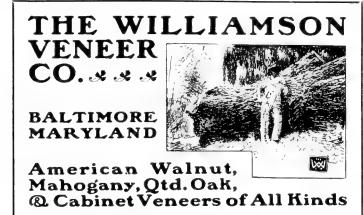
At Pineville, Ky., with a capitalization of \$10,000, the Harpis Creek Lumber Company recently was formed, T. J. Asher, George W. Hengst and W. J. Stone, all well known in Cincinnati, as incorporators.

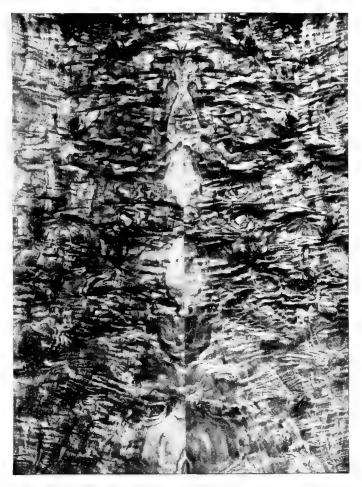
A Louisville incorporation of interest to the Cincinnati trade is the Parkland Veneer Mills, at \$10,000, George L. and Elizabeth Kannapell and Mark Beauchamp comprising the company.

Cincinnati lumbermen are looking forward to a little more activity in ship timbers now that operations in shipbuilding line are commencing to pick up along the great lakes. The recent announcement that Harry Coulby, president and general manager of the Pittsburgh Steamship Company, has closed contracts for two big freighters of 12,000-ton capacity, at a cost of about \$875,000, was received here with general satisfaction. The keel of one of the big steamers will be laid in the Lorain yards of the American Shipbuilding Company and the other will be built at the Ecorse yard of the Great Lakes Engineering Works. The ships must be completed and ready for active service on the great lakes by the opening of navigation in the spring of 1916.

At Steubenville, O., The S. R. Elliott Furniture Company incorporated for \$15,000, with S. R. Elliott, Janet D. Elliott, S. R. Stark, J. C. Ault and A. S. Buckingham comprising the firm.

At a recent meeting of the stockholders of the proposed automobile speedway which is being projected for Cincinnati, those present agreed to take enough additional stock to make the project an assured fact and it is expected that from now on operations will be rushed through the winter so that the wooden track will be ready for a big June meeting. While the project was yet in its infancy, a wooden track was decided upon, it being ascertained after an exhaustive study of other courses that the lumber track was in many and vital respects superior to the brick paving or any other. The total amount of stock now subscribed totals \$350,000, and these stockholders have pledged themselves to take up an additional \$100,000 if it is found to be actually needed before a racing meeting can be given.





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Photograph of American Walnut Rotary Cut Panel produced in our Veneer Plant. We also manufacture built-up stock of every description used in furniture and fixtures in any thickness, consisting of nicely figured Quartered Gum and Oak, Mahogany, Plain Oak, Yellow Pine, Red Gum, Birch, Ash, Elm, Sycamore, Soft Maple, Plain Gum and Cottonwood.

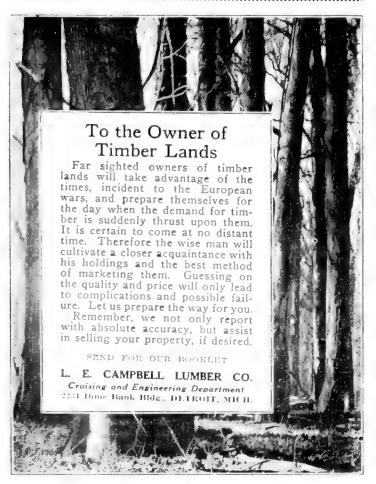
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# Low Prices Versus Cutting Value You, Mr. Buyer, Know the Verdict Our Stock Proves Its Worth by Its Cutting Value See case start dem lumine in Mardiands For Sale In partice I, prints of the dead as for prints. Liberty Hardwood Lumber Co. MAKERS OF GOOD LUMBER Big Creek, Tex.



### ≺ TOLEDO >----

The States, Book to give the compared in the making the first transfer and the fortune to cover the shelf and a second to the making employment for endang  $(x,y)\in B(x,y)$  , then  $(x,y)\in B(x,y)$  , reported quite duil

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The boson to the Gold of the September showed a gain of almost two policy for the control of the month amounted to 8701.648 in compared with 8,60,358 in September, 1914. From January 1 to 0.00 in 1 chod to operations gained cleven per cent. For the menth of September 1s, decore trapped all other Ohio cities with the exception of Dast rowheel Cowed a 24th per cent gala-

The Torodo Ships abling Company is to build two more ships. They are to be constructed for the Smith Shapping Company, New York, and will be duplicates of the two ships which it recently contracted to build. The company also has a thart day option to build two more vessels for the Smith Shipping Company. Materials are now being ordered for the construction of the four ships centracted for. The building of these ships will keep a thousand men employed throughout the fall and winter.

### ===≺ INDIANAPOLIS >=

O. D. Haskett, president of the O. D. Haskett Lumber Company, has been elected president of the Greater Indianapolis Industrial Association.

James M. Johnson, for thirty three years associated with the Colburn-Jones Lumber Company and the Balke Krauss Lumber Company, hardwood concerns, died at his home in this city a few days ago at the age of sixtythree. He is survived by his widow, three sons and one daughter,

The twenty-second annual convention of the National Vehicle and Implement Association was held here October 20 to 22, inclusive. There were a number of hardwood lumbermen in attendance, some of whom took an active part in providing the entertainment features. Nelson A. Gladding of E. C. Atkins & Co. was a member of the Indianapolis entertainment com-

### =< EVANSVILLE **>**=

Charles W. Talge, president of the Evansville Vencer Company, in company with his wife has gone to Colorado and after spending several weeks there they will go to San Francisco and the coast, where they will spend the winter. Returning to Indiana in the spring, Mr. and Mrs. Talge will locate in Indianapolis. Mr. Talge will make frequent trips to Evansville to look after his large interests here.

The plant of the Hercules Buggy Company here is now running about seventy-five per cent normal, and the management is very optimistic over the future business outlook. Trade is opening up in the South, as cotton is moving better than it has at any time since the European war started.

L. F. Worland, representing the Indiana Lumbermen's Mutual Insurance Company, with headquarters at Indianapolis, was here a few days ago and called on a large number of lumbermen. Mr. Worland is a brother of George O. Worland, manager of the Evansville Vencer Company.

Obrecht Bros., manufacturers of hames at Tell City, Ind., operating one of the largest industries in that city, announced a few days ago that they will build a large addition to their plant, the work on the structure to start at once. When the addition is completed the factory building of the firm will cover nearly a half block. The business of the company is rapidly

Plant No. 1 of the Chairmakers' Union, a large chair factory at Tell City, Ind., after being closed down for several months, resumed operations a few days ago and is now running full time in all departments.

James Platt, large lumber manufacturer, and his son Frank are new members of the Evansville Lumbermen's Club, their names having been enrolled at the last meeting. The next meeting of the club will be held at the Lottle hotel on November 9.

Thomas Hanley, for many years connected with the old firm of Young & Cutsinger in this city, but who is now manager of the Bedna Young Lumber Company at Jackson, Tenn., was here on business a few days ago. In speaking of trade conditions in his section, Mr. Hanley said: "Things have been getting better down our way for the past few weeks, although trade was rather sluggish during the summer months. There is a feeling that the depression which existed so long has passed away and that business is going to move right along. The mills are getting all the logs they want and at reasonable prices. In fact logs are now cheaper than they have been for some time past."

Davis & Hipple, hardwood lumber manufacturers, have removed their business to Lake Village, Ark., where they recently purchased a large tract of timber. The company is managed by A. O. Davis, who for the past year or two has been one of the most active members of the Evansville Lumber-

The contract for the new \$550,000 hotel to be erected on the site of the St. George hotel at the corner of Upper First and Locust streets, this city, was let a few days ago to the Caldwell-Marshall Company at Columbus, Ind., and Indianapolis. Work on wrecking the St. George hotel will start about November 1.

A few days ago the Indiana Tie Company here received orders from northern railroads for 3,750 carloads of railroad ties. Robert Williams, manager of the company, says he is expecting other large orders for ties in a short time. The large orders now on hand mean that the Indiana Tie Company will be forced to operate its plant here and the one at Joppa, Ill., on full time for the next six months. Mr. Williams says that the railroads are beginning a campaign of improvement and that this is a good business

The marriage of Miss Mary Lee Morehead, daughter of Mr. and Mrs. J. D. Morehead, and Dudley Clayton Noggle occurred a few days ago. Mr. Noggle is connected with the sales department of the Hercules Buggy Company and is well known among the lumber manufacturers.

Announcement has been made of the approaching wedding of Miss Antoinette Heyns and Albert Waltz, the wedding to take place the latter part of November. The bride-elect is the youngest daughter of William Heyns, president of the Evansville Dimension Company.

John C. Keller, traffic manager of the Evansville Lumbermen's Club, recently announced that he is still working with officials of the Louisville & Nashville for the extension of the time limit on log rates on the Louisville & Nashville railroad. This question has been hanging fire for over a year, and Mr. Keller is anxious to have it settled. Several large manufacturers here are vitally interested in the question.

George O. Worland, manager of the Evansville Vencer Company, says business prospects all over the country look good to him and that the fall and winter will bring in a large volume of trade. He finds the demand for rotary cut vencer in plain oak quite heavy at this time.

Henry Beckman, well-known planing mill owner and lumber dealer at Ferdinand, Ind., was a business visitor in Evansville a few days ago. He reported business conditions in his territory improving.

### *---*≺ MEMPHIS **>**=

The cotton market has continued to advance during the past two or three weeks and there has also been a most marked improvement in prices for cotton seed. Middling cotton is selling at about 121/4 here and prices range from 12 to 121/2 throughout the entire southern hardwood territory. Seed is bringing sufficiently high prices to add about \$20 per bale to the price of cotton so that every bale of middling is worth about \$80. Reference is made to this condition here because of the bearing upon the prosperity and therefore upon the purchasing power of the people of the South. It is impossible to imagine the contrast in conditions now as against those obtaining at this time last year. As a result of the increased buying power there is a large business being done by distributors of furniture, automobiles, vehicles and almost every product in which hardwood lumber is used. Thus, while this prosperity of the southern people affects the hardwood lumber only indirectly, it is an influence which is regarded as of vast importance. The West and Northwest have been exceedingly prosperous ever since the war in Europe broke out as a result of the big prices obtained for grain. The New England states and other parts of the East have enjoyed unusual business in war supplies of every kind and this section has also been benefited by the war. The South was the lone part of the country which suffered severely from the depression incident to the war, losing heavily on both its cotton and its lumber. Indications, however, are that the South is about to join the band of the prosperous in other parts of the country and as a result the outlook for business in every line is considered vastly better.

Very heavy rains have fallen in this section during the past few days and these have interfered to some extent with logging operations. Owing to the extreme efforts recently put forth, however, to get out an adequate supply of timber, the mills have plenty of logs on their yards and, provided the weather becomes favorable again shortly, there will be practically no interruption to manufacturing operations. The tendency is still toward increased output of southern hardwoods as a result of the improvement in demand for hardwood lumber as well as in prices, full details of which are given elsewhere in this issue of Hardwood Record. Timber cutting and hauling are in striking contrast with the inactivity which prevailed at this time last season when most of the mills were closed down and when a great deal more anxiety was manifested in converting logs on hand into lumber than in getting out new stock. It is recognized that a great deal of timber will be required to run the mills this winter as there is every prospect of a good business and unusual efforts will be put forth toward getting out logs as soon as weather conditions are such as to again make this course possible.

C. D. Hendrickson of the C. D. Hendrickson Lumber Company is authority for the statement that shipments of lumber on the part of himself and others in Arkansas are quite large. The Hendrickson Lumber Company has its mill at Democrat, Ark., and, although the plant is not particularly large, this firm shipped fifteen cars of lumber during the past week. This is far and away above the average. Mr. Hendrickson says that demand is increasing and that the position of the seller is much more independent than heretofore because of this better demand and because of the withdrawal of so much lumber from the bargain counter. He also says that prices have advanced during the past two or three weeks and that indications point to a still farther rise. In fact, he believes that the turn of the tide has come and that the lumber people will enjoy much more prosperous conditions during the coming year than they had during the twelve months ending August 31.

It is announced that the Hetzler Manufacturing Company, which lost its heading mill at Clarksdale, Miss., by fire a short time ago, will rebuild at Memphis. This firm has plants at Brinkley, Hope and Little Rock but J. K. WILLIAMS

A. T. WILLIAMS

# Williams Lumber Co.

(MANUFACTURERS)

# WHOLESALE **HARDWOOD** LUMBER

Dry Kiln Band Mill Planing Mill Fayetteville, Tenn.

> We manufacture PLAIN and QUAR-TERED OAK, ASH, CHESTNUT and other HARDWOODS

Our Specialty is Quartered White Oak

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I TS growing conditions ENFORCE an unvarying
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The following values,

All Kentucky Stock Should Attract You

4 cars 8/4 Log Run Hard
Maple
2 cars 4/4 No. 1 Common &
Better Hard Maple
3 cars 6/4 Log Run Beech
15 cars 4/4 No. 2 Common
Plain Red Oak
9 cars 4/4 No. 3 Common
Plain Red Oak
10 cars 4/4 No. 2 Common
Plain Red Oak
5 cars 4/4 Sound Wormy Oak
10 cars 4/4 No. 1 Common
Plain Red Oak
5 cars 4/4 Common & Better
Chestnut
1 car 5 4 No. 3 Common &
Better Poplar

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MANUFACTURERS
LEXINGTON, KENTUCKY

# RIEL-KADEL LUMBER COMPANY

FOR IMMEDIATE SHIPMENT

A S H

# New South Memphis, Tennessee

the actor of offices of the firm will be in Memphis

J. S. Free, Tuscaloosa, Ala., has purebased a tractest timber at Cottonda's, A're and well-shortly begin the erection of a sixme Lat that point

The I are secentral System has placed an order ter 1000 tons of steel to be used in the construction of its beginning placed New Normann, just below New South Memphis, where the terminals of that road are located. It is proposed to begin work thereon very shortly. The Illinois Central has spent a vast sum of money on these terminals during the past twelve to eighteen months.

The Nashville, Chattanooga & St. Louis Railway has placed an order for material to be used in the construction of 500 freight cars and 20 cabooses. This material will be assembled at the company's own shops at Nashville where the cars will be turned out.

J. H. Overstreet has purchased the stock of the old veneer company at New Augusta, Miss., and is planning to rebuild the mill which was destroyed by fire a short time ago. The new plant will have a capacity of 90,000 feet of veneers per day. Arrangements have been perfected for an ample supply of material.

Walter Myers has begun operating a new mill at New Augusta, Miss., which has a capacity of about 20,000 feet per day.

Enthusiastic comment is heard here regarding the improvement in the demand for red gum. This material appears to have established for itself a very firm place among manufacturers of furniture, interior trim and various other cabinet articles. Demand is constantly broadening and prices are showing some improvement as a result. A statement was issued a short time ago by the Gum Lumber Manufacturers' Association showing a pretty full stock of red gum in the hands of its members. A well-known lumberman, however, said recently that the greater portion of this stock was in the hands of three or four big firms and that there was no pressure whatever to sell. In fact, his analysis of the statement indicated that gum lumber occupied a particularly strong position, especially since there is so little of this material in the hands of the small millmen, who frequently unsettle prices through the necessity on their part of making a rapid turn over of their output. It is quite evident, too, that gum is increasing 'n popularity with architects and contractors and that those identified with the building industry are taking increased quantities of this material.

### ——— ≺ NASHVILLE >--

There are no signs of dull times at the plants of John B. Ransom & Co. This company has an immense contract for walnut for the British government, said to be about \$1,000,000, and is working more men in its plants than ever before. H. A. McCowan & Co. are also sharing in this war business on walnut, and have their plant operating full time.

The Capital City Planing Mills, which have been closed down for some time, have resumed on account of improved business.

Thomas LeSueur of John B. Ransom & Co. has returned from a trip to the North, where he found everybody busy, and general signs of returning prosperity.

The Dungannon Lumber Company, Dungannon, Tenn., has resumed operation (1) over pany reports stocks of 7,500,000 tock of logs on its yards.

The R. C. Duff Lumber Company has purchased a large tract of timberland near Kingsport, Tenn., and will install a band mill and build a railroad to develoce the property

The Bolinger Milling and Manufacturing Company will install a sawmill at its plant at Klondike, Tenn., with daily capacity of 5,000 feet.

W. H. Weller, secretary of the Hardwood Manufacturers' Association of the United States, was a recent visitor to Nashville. He reported pronounced improvement in the hardwood trade.

### ───≺ LOUISVILLE >───

W. A. Watts, president of the Holly Ridge Lumber Company, is an enthusiastic member of the Louisville Transportation Club. This organization is composed of many of the leading shippers and railroad men of Louisville and brings prominent speakers to the city at intervals.

Local hardwood men report that a better demand for No. 2 common oak has been in evidence of late, this being an improvement worth noting, in view of the fact that this grade has been in slow call for some time. The price is below what it should be, but with the stimulation in the demand of the transfer of a cover that of

with that the second as we examined. With the product of induced prediction a pecually in the South, after a short time, on account of bad weather for logging, leading manufacturers are of the epinion that the general state of the market should be more layout even to take of many view many view hisely to be found short.

Three separate traffic bureau projects are being agitated in Louisville at present, and out of the present discussion it is certain that some arrangement will be made to take care of the needs of the hardwood men. The Hardwood Club is working on a proposition to form a separate bureau; the Commercial Club plans a general bureau to serve all of the shippers, and the Board of Trade will extend the scope of its present transportation committee so as to make it effective as a traffic bureau. No final plan has been acted upon along any of these lines as yet.

Louisville lumbermen have received word of advances on through rates from the South to Ohio river crossings, effective December 4, as shown in Supplement 7 to Hinton's tariff, I. C. C. 95. The advance amounts to 1 cent. The prospect is that a vigorous protest against the advance will be sent to the Interstate Commerce Commission, and that an opportunity to present arguments against it will be sought.

Although the leading wainut manufacturers have withdrawn their log buyers from the field, and do not plan to purchase logs at present prices except to apply on specific orders, some concerns are taking a "sporting chance" and are loading up on walnut timber at war prices. If the demand for material such as gunstocks, etc., does not materialize, and this is conceded to be a matter of speculation, those who have piled up walnut logs in quantity on the present basis as to price are likely to find themselves with the proverbial white elephant on their hands.

Anderson Bros., Corydon, Ind., who will start a circular sawmill near there shortly, have been in Louisville recently for the purpose of purchasing equipment for their plant, which will be run by steam. The concern will make oak, ash and walnut principally.

The Kentucky Indiana Hardwood Company filed a complaint recently with the Interstate Commerce Commission, alleging overcharges by the Southern Railway and others on specific shipments of lumber. The complaint will be heard in Louisville November 24 by Examiner Fleming.

T. M. Brown will be in the East shortly, having planned a trip to Boston, New York and other markets in that territory. Mr. Brown is finding the demand for lumber somewhat better. The W. P. Brown & Sons Lumber Company is making a good deal of yellow pine at its Fayette, Ala., mill, and the present flurry in pine is moving a lot of stock from that point.

The champion hard luck story can be told by W. A. Bottom, Son & Co., of Lawrenceburg, Ky., who owned the old mill of the Tyrone Lumber Company on the Kentucky river. The plant had not been in operation for some time, and the owners had arranged to self the sawmill equipment for \$15,000 for installation in Arkansas. Just before the time for shipment the mill burned down. The insurance companies will not write plants that are not in operation, and hence Bottom & Son have a net loss of \$15,000 to figure.

Bryant & Burton, Columbia, Ky, are planning to purchase a sawmill for operation in connection with their new planning mill at that point.

Much interest has been shown in the retirement from the lumber business of T. J. Asher & Sons, who have been running a bandmill at Wasioto, Ky., for a long while. The concern has many coal mining interests, however, and will devote itself to them. The lumber at the Wasioto yard, consisting of 1.500,000 feet of poplar and oak, was sold to the Rice Lumber Company, Pineville, Ky., and the Pope & Cawood Lumber Company, Harlan, Ky., operated by the same interests. Some of the equipment was taken over by the Rice company. The Wasioto mill is to be dismantled.

The C. C. Mengel & Bro, Company of Louisville is known principally through its mahogany operations. However, it has succeeded in developing a number of profitable side-lines of its organization in the tropics. For some time it has been bringing in chicle, used in making chewing gum, and now it has started to import coffee from Central America. The coffee business has been started very promisingly, and a good demand has already been stirred up in this territory.

### =≺ ARKANSAS >=

The hardwood mills at Dermott, Ark., are preparing to run on a day and night schedule in the near future, or as soon as the raw stock can be placed on the yards. These mills are now operating on a ten-hour schedule. The increase in time and force is occasioned by the large orders recently received for wagon stock for probable use by the warring nations of Europe.

Davis & Hipple, lumber manufacturers of Evansville, Ind., have removed their office equipment and mill to Lake Village, Ark., where a large tract of timberland was recently purchased. A. O. Davis will manage the new plant, and a large force of men will be employed at the mill and in getting the timber from the forests.

After being idle for more than a year the big band mill of the Chapman & Dewey Lumber Company at Marked Tree resumed operations again last week. The box factory, the Pierce hardwood mill, the Turner handle factory and the Grismore-Hizman stave mill at Marked Tree are now running on full schedules.

Clem Endicott of Shirley, Ark., has been in Guion, Ark., for several days buying walnut timber for export. He is buying the timber in the trees, having it cut and hauled to the mills at Guion, where it is manufactured according to specifications for shipping. He has succeeded in getting a large quantity of choice walnut timber, for which a good price was paid.

The Arkadelphia Milling Company of Arkadelphia has recently installed a new stave manufacturing machine. This was made necessary by reason of the unusually good demand which that company has enjoyed of late. The timber owners and farmers of the adjoining country have also profited by the demand and are reaping good returns for white and red oak boits.

Another timber sale from the Ozark National Forest in the Rasting Creek country near Mountain View, Ark., will soon be advertised by the Forest Service. The sale will comprise 500,000 feet of white oak.

According to Mack's labor agency of this city the demand for men to work in lumber mills, especially hardwood mills, has increased materially during the past thirty days. The agency also predicts even a greater demand.

Speice Brothers of Pocahontas, Ark., are considering a proposition to remove their plant to Jonesboro, Ark., and last week spent some time looking over possible sites for location. A committee of men representing the Jonesboro Business Men's League has had the matter up with the owners of the plant, and has made a proposition upon which some action will be taken in a few days. Speice Brothers manufacture slack barrel hoops.

The Fisher Vehicle Woodstock and Lumber Company of Erin, Ark., has submitted a proposition to the Little Rock Chamber of Commerce whereby the company will remove its plant to Little Rock and employ at least thirty or forty men from the start, if the Chamber of Commerce will bear the actual expense of moving the plant here, which will amount to some \$2,500. The board of governors of the Chamber has the proposition under advisement, and will announce some action in a short time. The Factoria Land Company has agreed to donate suitable site in the Factoria Addition.

The plant of the Tyronza Lumber Company, Earle, Ark., was burned on October 12. A high wind was blowing, and within an hour about a million and a half feet of lumber, mostly white oak, was destroyed. In using dynamite to prevent further spreading of the flames a spark was thrown upon the residence of G. W. Donahoe, three blocks away, which, together with outbuildings and barn, was burned. At one time it appeared that the entire town might be destined. The fire is supposed to have originated from sparks falling from a logging engine.

The H. D. Williams Cooperage Company was placed in the hands of Mr. Dinsmore, as receiver for the Searcy chancery court, at Marshall, Ark., several days ago. Later a petition in bankruptcy was filed in the United States district court, and Mr. Dinsmore was continued as receiver. His bond as trustee was fixed at \$25,000 and he will continue to operate the plant as he has done since being appointed receiver.

### =< MILWAUKEE >=

The Pulley Grip Company of Milwaukee, organized to manufacture an Industrial chemical preparation to minimize belt slipping, has been incorporated with a capital stock of \$2,500 by Robert B. Henning, H. H. Piltz and E. A. Boettcher. Headquarters have been opened at 1005 Pabst building.

A sale of considerable interest to wholesalers and jobbers took place recently, when the business of the Oscar A. Anderson Lumber Company. well-known concern of Jefferson, Wis., was sold to the N. J. Braun Lumber Company, which recently disposed of its yards at Reedsburgh, LaValle and Cazenovia. N. J. Braun will be in charge at Jefferson.

The Western Lumber Company, a Minnesota corporation with a capital stock of \$80,000 and interests of \$50,000 in Wisconsin, has filed a statement to transact business in this state.

The B. Heineman Lumber Company, of Wausau, has closed its mill after a successful season, in which 20,000,000 feet of hardwood and hemlock were cut. The Mohr Lumber Company of Wausau has resumed operations at its sawmill and expects to cut about 6,000,000 feet of hardwood and hemlock during the season.

It is reported that some of the northern Wisconsin lumber concerns will

# ARCHER LUMBER COMPANY INCORPORATED CAPITAL STOCK \$27, 200 to

HARDWOOD LUMBER

PLAIN AND QUARTER-SAWED RED AND WHITE OAK
PLAIN AND QUARTERED RED GUM

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# **Basin Red Gum**

We offer for immediate shipment in thoroughly dry

3 4/4 1s & 2s Sap. 5 5/4 1s & 2s Sap. 2 6/4 1s & 2s Sap. 10 4/4 1s & 2s Red. Cars 10 4/4 No. 1 Com. Red. 3 5/4 No. 1 Com. Red. 2 5/4 1s & 2s Red. 2 6/4 No. 1 Com. Red.

# Miller Lumber Co.

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# Quartered White Oak

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Quartered Red Gum, Plain Red Gum, Sap Gum

Bellgrade Lumber Company Memphis, Tenn.

> Specializing in Heavy Ash, Oak, Hickory and Thin Oak and Gum

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WHOLESALE Manufacturers and Exporters

Wire Orders Loaded Same Day Received

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### ≺ BRISTOL >=

the hip and select British Island

The Boom reaches or Company, recently organized on William Whiting the easy the construction of a cind milliour Montezuma  $N(\mathfrak{t})$ and also a two version line of railroad connecting at Montezuna's with the Southern Superintendent J. W. Lacy of the company was here this week and states to it work is progressing mody.

The R C Duff Lander Company is going forward with the construction of its being reall near Kingsport, in this county and will have the fall ready for operation curly in December. The company has closed its band mill It is building a sixteen male line of railroad at Kingsport, connecting with the Carolina, Clinchfield & Ohio Railroad.

The R. D. Wood Lunder Company this week resumed operations of its band mill at Earhart's, south of Bristol. The mill had been idle for nearly a year. It is well stocked with logs and will be kept busy during the remainder of the winter.

Some of the largest mills in this section continue running to their capacity and expect to keep busy during the entire winter. Yard stocks in this section are now heavier than for some time past, due to the fact that shipments have on the whole been probably less than half of the total volume of stock cut.

Superintendent I rank Murphy of the Loyelady Lumber Company, Jasper, Va., was here this week. The company is operating a band mill at Jasper and will soon install a circular mill to be operated in conjunction with the band mill.

Ellis II. Wilkinson of this city has taken complete charge of the new fulls of the Kingsport Lumber Company at Kingsport, Tenn

The Payton Lune or Company of this city has opened a branch sales office in Philadelphia.

### The Hardwood Market

### =≺ CHICAGO ≻=

A feature of the continued improvement in the local demand is the evidence that furniture and piano factories, and others using high-grade lines of woods are getting in a better share of orders. This is best shown in the increasing purchases of higher-grade cabinet woods. The general situation here in the city is on a continued up grade with the most likely evidence in the best classes of lumber. There is still a great deal of pricecutting, or rather a continued depression of prices, as there is a notable absence of hysterical efforts to go the other man one better in order to secure the order. The situation still leaves a great deal to be desired, but is continuing to show a healthfer front

### =≺ PHILADELPHIA **>**=

The local market has continued to improve during the past two weeks. Building work is keeping up in large volume. General business has kept in line with this improvement and this naturally is soon reflected in the lumber trade. If the coming winter happens to be an open one it is predicted by leading men of the local trade that more than the average amount of lumber will be used in this city. As prices have been comparatively low some of the city yards have awakened to the realization that they will surely go up and have placed orders for future deliveries at favorable quotations, Already many mills have stiffened their prices and they will surely ascend all along the line. The hardwood market has been steady with an increasing demand all along the line. Special gains have been reported in plain oak, quartered eak low grade chestnut bassword, ash, maple, gum and poplar. Beech and birch are in great shape, while spruce is stronger than for years. White pare is moving well in all grades, i.m., ck is advance z some express

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is increasing in volume and price, while cypress and codar shingles are both in steady call. Summed up from all angles, the situation is extretely pleasing, with better things in view for the future.

### **=<** BUFFALO **>**=

The hardwood trade is on the increase and an advance in price has occurred in the better grades of lumber. Certain woods are showing the same bulk of the buying as for some weeks past and there is not much troublin disposing of lumber at a fair price. Many industries are now busier than they have been for a long time and it seems probable that trade will be on a fairly large scale for some time. The yards are now pretty will supplied with a good assortment of stock.

Plain oak in the better grades is bringing a better price and the demand is fair, though in common grades stock is quite plentiful. Maple and ash are in greatest demand at the different yards. Most yards report an increased business in them during the past month. Cypress is holding up well in price and volume of business. Not much call is heard for poplar at present. Mahogany and quartered oak are quiet.

### ——≺ PITTSBURGH ≻=

The lumber business is "perking" up. It couldn't help it really with pay rolls in greater Pittsburgh running over \$1,000,000 per day and bank clearings over \$9,000,000 per day. All through the district steel operations are going on at practically full capacity. New plants and additions are being built which are calling for a large amount of lumber. The requisitions for next year will be far larger than they were last January. The coal and coke business is improving steadily and from this source there is also considerable trade forthcoming. Yard trade is also slightly improved the past week or two owing to the fine weather. Prices on hardwoods are gradually getting higher and stocks at the mills are not too heavy.

### **=≺** BOSTON **>**=

The hardwood situation continues favorable both as to demand and values. It is expected that it will take its usual course in assuming greater activity following the noticeable improvement in all other kinds of lumber in this district. Construction and building lumber has rapidly passed through the stages of difficulty in placing orders, buying to anticipate an upward market, and reached a generally higher level in prices. The building reports show only one September which exceeded this year in value of new construction, the increasing activity in manufacturing of nearly every kind and the fact that hardwood producing has been on a conservative scale are all factors which are maintaining steady values in the face of a relatively moderate call for stock, and the same influences underlie the whole situation to the extent that in practically every item on the list the demand would speedily exceed the supply upon a resumption of buying in volume. Many in the trade predict this condition with its corresponding effect on values.

### =≺ BALTIMORE **>**=

The hardwood situation shows still further evidence of improvement in some directions, even though in others conditions are much the same as they have been. Further progress appears to have been made in the way of a better demand from the railroads, furniture factories and various other consumers, and the movement has attained proportions that cause the millmen to consider increasing their production. Prices are about the same as they have been, though there is some gain in firmness. The backwardness about placing orders appears to be giving place slowly to the growing requirements of the trade. With all other lines showing marked gains, it was to be expected that hardwoods would also reflect the improvement in course of time. This has been slower in coming than had been supposed, but there seems to be no doubt about the reality of the recovery. The railroads are far more receptive to offers than they were, and the car building shops, of course, also place orders with much greater freedom, while the furniture factories see encouraging prospects for their business. Manufacturers of the cheaper grades of furniture in the South are reported to be very busy at this time, and they are taking up hardwoods in impressive quantities. Other consumers are likewise in the market, and it looks as though the entire domestic business had been influenced for the better.

Exports present a less favorable aspect. Congestion continues to prevail at some of the large centers of the hardwood trade abroad, notably at London, Liverpool and Glasgow, with the ocean freight rates uncertain and the range of prices under marked pressure. While it must be admitted that considerable quantities of the hardwoods left on the market do not exactly meet the requirements of the foreign consumers, it is also to be said that with the offerings limited and the demand free, these stocks would command takers quickly enough, and it is only because the assortments are so large that the buyers become captious and insist upon naming their own terms and conditions. No decided improvement is to be looked for until a curtailment of forwardings has resulted in a reduction of the foreign holdings to reasonable proportions.

### =≺ COLUMBUS >=

The hardwood trade in Columbus and central Ohio territory has been fairly active during the past fortnight. The pleasant weather which has prevailed has favored building operations and consequently dealers are in the market. The tone of the trade is good and lumbermen generally believe that the worst of the depression is over.



Good Lumber Properly Handled

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in Gum in Oak in Ash

**Flat Drawer Bottoms** 

Band Sawn Hardwood Lumber
All kinds
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Estimates

Maps

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D. E. LAUDERBURN, Forest Engineer

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Manufacturers Hardwood Lumber TENNESSEE MEMPHIS

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RED GUM, PLAIN OAK

SEND US YOUR INQUIRIES

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Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring. As Well As

### OAK, ASH and GUM LUMBER

Can furnish anything in Oak, air dried or kiln dried, rough or dressed

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WE MANUFACTURE

Southern Hardwoods ——Gum, Oak and Ash——

J. H. Bonner & Sons

Mills and Office. QUIGLEY, ARK. Posteffice and Telegraph Office, HETH, ARK. The second of th on that dear stocks are 10-1-11 the control of the first transfer of the complate supplies but are the second and two residence of the uncertainty of the the process of a still time. Buying by factories and a second value of concern making vehicles and the concerns of the second section of the concerns

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it object the bases which have prevailed for some time. question to receive the procedute maintained in most and he advises have been recorded. Quartered take the second of the second treasure of the state of the st There are a reason and and the same is true of basswood. Ash is quiet. Poplar is fairly strong but stocks are increasing. Other hardwoods are unchanged.

### ≺ CINCINNATI >=

A big angeover but in the demand from the sash and door manufacturers, due to the get a revive of his bring operations, has had a marked effect upon the books. It wet in Cancinnate during the past few weeks. The activity on the part of the consuming factories constitutes the most encournging feature of the situation. Although the buying movement is much stronger, there still is evident an inclination to hold off to await eventualities and not take anything for granted owing to the general uncertainty as to the business situation at large.

The woodworking plants are beginning to carry much larger stocks than they did during the summer months. The backward movement which was so noticeable a few weeks back among the furniture people has almost entirely disappeared and now reports are being received of an encouraging nature and the manufacturer no longer is complaining of a great overstock. The furniture trade now is fully up to the usual late October standard and gives every promise of continuing upon this basis for some time. This has resulted in a steady increase in the demand for oak, while the call for the better grades of walnut for the higher-priced furniture continues active as

Blind plants, flooring concerns and box manufacturers report a looking-up The vehicle and business and are ordering in greatly increased volume, implement manufacturers are going along with increased forces in many quarters, with enough business before them to insure continuance of this activity for some weeks to come. Their call for hickory and ash is especially good. The auto trade is insistent in its demand for the better grades of hardwoods for body finishing on the fine cars and for wheel construction, especially spokes.

Gum is showing a better call. Six weeks ago gum took a little flyer in anticipation of better freight rates, then slumped back into its accustomed rut, but pecually has managed to exting the all and now is moving in good volume. Oak, plain and quartered, along with walnut,, is receiving its usual brisk call from the furniture manufacturers. Walnut for export, however, has suffered a serious relapse, at least that is the general opinion in the Cincinnati district. Ash seems to be recovering considerable of its former strength, although the demand for this lumber cannot be said to be very encouraging at the present time. Poplar has shown but little change within the past fortnight, the market for this lumber being quite spotty and prices seemingly with little or no basis. There seems to be a determined effort to move this lumber for almost whatever is bid, those holding a fair supply on hand apparently being quite anxious to get rid of it without much regard for the prevailing quotations.

Local mills are being rushed almost to the extreme to meet the renewed demand from the builders for all kinds of interior finish, doors, sash, blinds, etc. The planing mills are beginning, however, to feel the spirit of the times and in many quarters report a slow but gradual increase in the demand. Summed up all together, however, the increased business reported from all branches of the trade indicates that this fall's total of business done will be far in excess of the amount done in 1914.

Prices on the whole are not showing much gain, although quotations in general in the millworking trade did not suffer to the extent other branches of the lumber business did during the dull period.

### =**≺** TOLEDO **>**=

While there is no great improvement to be noticed in the hardwood trade generally there is a betterment which has given added impetus to business and encouragement to dealers. Prices are not very strong but the tendency is toward strength rather than weakness. There has recently been a good demand from automobile factories which are running heavily. Elm, maple and ash are in demand for this purpose. The furniture factories are not running particularly strong and the railroad demand, while better than it was, is by no means satisfactory. Local dealers are pretty well stocked up, having bought rather heavily while prices were low, and they are not in-clined to indulge in speculative buying at this time. The building trades have been good hardwood users this season and building here continues extremely active



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### THE LARGEST HARDWOOD MILL IN THE WORLD, ANNUAL CAPACITY, 40,000,000

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Codes Used—Universal, Hardwood, Western Union, A. B. C., 5th Edition, Okay

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STOCK	LIST	No. 9,	OCT	OBER	1st,	1915
3 8" 'n 61.000	1 3" 82.000	5 8 83,030	3 4 109,000	4 4" 362,000	$\frac{5}{30,000}$	

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1st & 2nd Qtd. White Oak, 6" & Up 61,000	82,000	83,000	109,000	362,000	30,000	11.000	20.000		
	58,900	24,000	22,000	90.000	9,000				
1st & and Qid. White Oak, 10" & Up			67,000	152,000					
No. I Com. Qtd. White Oak, 4" & Up 36,000	94,000	61,000			32,000	2,000	3,000		
No. 2 Com. Qtd. White Oak 8,000	1.000	14,000	-12,000	75,000	2,000				
Clr. Qtd. Wh. Oak Strips, 2 to 312"				12,000					
				29,000				*	
Cir. Qid. Wh. Oak Strips, I to 412"						*		1.4	
Cir. Qtd. Wh. Oak Strips, 5 to 5\2"				27,000					
No. 1 Com. Qtd. Wh. Oak Strips, 2½ to									
51/2"			6,000	132,000					
No. I Com. Qtd. Wh. Oak Strips, 4 to									
				34,000					
51/2''									
1st & 2nd Pl. White Oak, 6" & Up 265,000	83,600	3,000		56,000	34,000	36,000	7,000		
No. 1 Com. Pl. White Oak, 4" & Up	5,000			20,000			5,000		
No. 2 Com, Pl. White Oak		3.000	2,000	3,000		4,000			
No 9 Com DI White Oak	an ana	27,000	27,000					*	
No. 3 Com. Pl. White Oak 46,000	63,000				11 " (14)4)	000			
1st & 2nd Pl. Red Oak, 6" & Up 1,000	4,000	26,000	25,000	55,000	35,000	29,000	17,000		
1st & 2nd Pl. Red Oak, 12-14" & Up					13,000				
No. 1 Com. Pl. Red Oak, 4" & Up				192,000	4				
No. 2 Com. Pl. Red Oak, 3" & Up		6,090	27,000	309,000	26,000	9,000			
No. 3 Common Oak, 3" & Up		0,0		315,000					
No. 3 Common Oak, 5 & Cp				200,000		* * * * *			
Oak Core Stock, 3"& Up		0.0.00			an ann			1.1	
1st & 2nd Red Gum, 6" & Up	554,000	89,000	341,000	97,000	89,000	107,000	49,000	8,000	
No. 1 Com. Red Gum, 4" & Up 129,000	83,000		443,600		239,000	52,000	42,000		3,000
1st & 2nd Qtd. Red Gum, 5" & Up				5,000		5,000	22,000		
1st & 2nd Sap Gum, 6" & Up	3.000		71,000		6.000	21,000	15,000	10.000	8,000
				13,000		42,000			
			1 4	7.000					
1st & 2nd Sap Gum, 18" & Up		4.20 0.00	0.00.0000		A M.O. 111111	an inn			
No. 1 Com. Sap Gum, 4" & Up		123,000	95,000	93,000	158.000	60,000	14,000		
No. 2 Com, Sap Gum, 3" & Up 249,000	5.000	326,000	255,000	137,080	12,000				
No. 3 Common Gum, 3" & Up				829,000		34,000			
Clear Sap Gum Strips, 2½ to 5½"				16.000					
Clear Sap Gum Strips, 2½ to 5½"				20,0					
State of Cum Strips, A72 to 572				19.000					
Stained		4.5			* * * *				
No. 2 Common Ash, 3" & Up				27,000					4.4
No. 3 & No. 4 Common Ash, 3" & Up				34,000					
No. 1 Shop Cypress				55,000					
Pecky Cypress				149,000					
No. 1 & No. 2 Com. Cypress				18,000		8,000			•
Log Run Elm, 30-50-20%				46,000		3,000			
No. 2 Com, Elm				31,000	* *				
No. 1 Com. Elm				12,000					
Com. & Btr. Tupelo		,		31,000					
1st & 2nd Cottonwood:				8,000					
400 by 700 COLOMBIA CO. 11111111111111111111111111111111111				2,000					

Especial attention is directed to ITEM of OAK CORE STOCK, a grade put up for Core in built-up stock. We have the very best facilities for kiln-drying and surfacing. Bridge plank, crossing plank, car stock, switch and cross ties specialized in. All orders given most careful attention. Write us if you see any items of interest.





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Our location makes possible quick delivery of mything in timbers and hardwood lumber

### BAND SAWED WISCONSIN KARDWOODS Dry Stock For Prompt Shipment

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70M 4/4 No. 1 com. & bet. plain
100M 4/4 No. 1 com. & bet. red
5M 5/4 lst and 2nd red
10M 5/4 No. 1 common red
6M 5 4 No. 1 common red
3M 6/4 lst and 2nd plain
13M 6/4 lst and 2nd plain
13M 6/4 lst and 2nd plain
6M 8/4 lst and 2nd plain
6M 8/4 lst and 2nd plain
6M 8/4 lst and 2nd red
4ROCK ELM BASSWOOD BASSWOOD

20M 4/4 No. 3 common

80M 1x4 No. 2 and 3 common

15M 5 4 No. 1 com. and bette

25M 5 4 No. 1 common

10M 5/4 No. 2 common

10M 5/4 No. 2 common

13M 6/4 lst and 2nd

15M 6 4 No. 1 common

15M 6 4 No. 1 common

WHITE OAK 10M 8'4 No 1 and No. 2 com. ROCK ELM 50M 8/4 No. 2 com, and better HARD MAPLE 40M 8/4 No. 2 common a

and better

Our 1914 cut of well assorted HARDWOODS AND HEMLOCK will soon be in shipping condition.

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### ARPIN HARDWOOD LUMBER COMPANY

Grand Rapids, Wis.

ATLANTA, WIS.

Saw mills and planing mill at Atlanta, Wisconsin.

# The Tegge Lumber Co.

High Grade Northern and Southern Hardwoods and Mahogany

**Specialties** OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

### ≺ INDIANAPOLIS >

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### =≺ EVANSVILLE >==

down on he at the track during the past thirts . . . . days at the control of the state of the control of the state of the control of the state of the But the analysis of the state o terli ter on the part or a super-that the change in business has come to stay. Proc. and to be especially on the best grades of hardwood Crop condition is a neorgia, un the corn crop in southern Indiana and southern I of a company to date a one of the largest in many years. There is a good detector to those quartered white and plain oak and quite a good deal is come to Weamit has been strong ever since the war in Europe started G.5 - a effect demand than it has been. Furniture factories as well a pow ... wagen desk chair and other wood consuming factories are new orthogon botter time than they have for some time past and the out ook is note encouraging than it has been at any time since the first of the year. Ash and hickory are moving along better than they were, but the demand for poplar is not so good. Handle factories along Green and Barren ricers in Kentucky are being operated on good time and consuming a good deal of arckery and ash. Slack, arrel cooperage manufacturers are still onsy a dama barrels for apple growers. The apple crop in southern Indiana this year is the largest it has been in many years past. Retail lumber dealers and planing and owners are optimistic over the trade outlook and say they are enjoying a fine fall business. In fact trade is better than it was this time last year or the year before. Planing mills are run ning full time

### =-< NASHVILLE >-=

Lumber firms in this market report marked improvement in the tone of hardwood trade. Business is of increasing volume, and there is a tendency to firmer prices. Inquiries are numerous, and while orders are conservative, much smaller than in ordinary times, the volume is sufficient to make the total very satisfactory. On account of the curtailment of production hardwood men look for values to harden materially when business gets back to normal, as there are no large stocks. There is a good demand for oak, ash, hickory and other hardwoods. The activity in walnut continues, this being the biggest feature of business throughout this territory on account of the export demand. Strong prices are being paid for walnut, and immense supplies are some proving in middle and cast Tennessee.

### =≺ LOUISVILLE >=

Much both conditions are prevailing in the hardwood trade, according to lumbermen in this market. The demand is better in every respect, inquires and orders being more numerous, and consumers placing orders for delivery later in the season. The situation is obviously stronger, and many buyers are endeavoring to protect themselves from a possible shortage of material later on by "buying while the buying is good"; that is, while prices are favorable and the supply is adequate. The chances of a shortage of many items are good, inasmuch as stocks of specialties are not large now, and the closing down of many mills, with the arrival of the winter season, will reduce operations to such a point that with demand developing as it has ben doing, the obvious result will be a marked scarcity. Values are stiffening already, even for staples. Plain oak, which has been dragging, especially in the lower grades, is picking up some, and is expected to show strength from now on. Prices are unsatisfactory, but are improving. Ash continues to self well. Poplar is in active demand, dimension lumber also being a good seller. Higher priced woods like mahegany and quartered oak have not been moving in quantity, but business prospects in this direction are better. Vencer and panel concerns report improved business and good prospects.

### ===-< MILWAUKEE >===

Business in the lead or a conflict a holding up well and lumbermen be lieve that the year's trade will show a satisfactory total. While buying from consumers, as a rule, is a nimed mainly to their current needs, general essuess is a march latter that the analytical from this source is decidedly more active. Stocks at most plants have been light all the season and it is now necessary that the factories place larger orders if they wish to handle the increased warms

The local and apel door and , he al intrier woodwork manufacturing concerns are saying steadily and one good orders are being received from this source. Birch and maple are in particularly good request and stead in these lines are getting rather light in some instances, so light in that that predictions are being made that higher prices may be expected 1.5 min the season. In the southern woods there is a brisk demand from the southern woods there is a brisk demand from the sawed white. The turniture factories seem to be meeting with a better base and are using a little more stock. The farm implement manufacturing concerns in Milwaukee and at various points about Wisconsin are buying a little, if for no other reason than to keep up their stocks to the required point. Milwaukee has several thriving piano factories and these concerns are now buying stock a little more freely.

Retailers about Wisconsin are placing some orders as usual, although the buying from this source is not quite so active as wholesalers might wish for. There seems to be considerable building going on in the smaller cities and towns about Wisconsin and hopes are entertained that the average dealer will find a little later that he will have to order more freely to replenish his stocks. Of course, the general inclination is to place enough orders for stock to fill out the present year's business, with the probability that buying will be resumed a little more freely after the first of the year.

The building record in Milwaukee for the first nine months of the year showed a substantial gain and Building Inspector W. D. Harper is confident that the year's record will be considerably higher than that of the past year. During September the city's record of \$2,961,938 placed Milwaukee sixth in the list of American cities. The increase over the record of September, 1914, was 145 per cent. Operations thus far in October have showed much activity.

### **=<** BRISTOL **>**=

The lumber business in this section is still dull but there seems to be considerable optimism among lumbermen, especially the manufacturers, who are going ahead with operations. Few of the larger mills have suspended operation and indications are that the majority of them will continue busy throughout the winter, running as regularly as weather conditions and the log supply will admit. It is reported that some of the large mills that have been idle are soon to resume. Several of them have taken advantage of the dullness in the trade to stock the mills heavily with logs.

### =≺ GLASGOW >=

Since last report the timber trade of Glasgow and the West of Scotland has improved to a considerable extent, and the quantity of goods selling is on a larger scale than has been the case for some time back. This fact is most gratifying because the lull which has been experienced has continued for some time. Buyers all along have been averse to buying any more than for immediate requirements, but just now they are displaying a tendency to purchase for future requirements. Of course, prices have always been the dominating factor, and in no case have they declined, but rather advanced, and that in some instances very appreciably. Buyers have not for a long time been speculatively inclined, considering it too risky, but now they are finding this to be to their disadvantage. all classes of stuff vary from day to day, and all selling is taking place subject to confirmation. The demand for all classes of lumber has not been up to the average, except spruce which has been in great demand. During the past three months many vessels have arrived from Canada with cargoes of spruce. The bulk of this wood has been stored in the various yards until prices asked for could be gotten, and already large lines are reported to have passed into second hands. The storage grounds around the docks just now are "full up," and new accommodation has had to be opened. Prices obtained for spruce have never been heard of before: in fact, they have almost doubled what they were in normal times. The boxmakers just now are the real consumers of spruce, as they have large orders on hand, and will be busy for some time to come. However, the demand for spruce is perhaps due to the fact that in view of the restricted supply from Russia there may be a scarcity in packing case material, and this will have a very material effect on prices. A common impression is that prices have not reached their high water mark yet. Shipments have arrived here from Archangel, but although few, they are welcomed by buyers who contracted for supplies which they will not receive this side of the war at any rate.

Shipbuilding inquiries are as scarce as ever. All the yards are engaged on government work. The furniture trade is fairly well employed, although most of the activity is in government work. Values of furniture must have advanced very much of late, judging from the prices being obtained for low-grade oak, poplar and gum.

The trade in Pacific coast goods has been a large item for some time back, and it would seem that almost any price could be obtained for this class of lumber. However, space from the Pacific is at a premium, and it is very difficult to arrange, as space may be secured, but the vessel afterwards commandeered when it arrives in port.

Shipments of hardwoods from Baltimore and Newport News have not been of the same dimensions for some time past. These shipments have comprised largely oak scantling and oak planks—a noticeable absence is in oak boards. Very few carloads have been imported, with the result that stored stocks are being used up. Import cost at present prohibits the consignments of oak boards meantime. Silver pine or West Virginia spruce which formed a large item in previous shipments is now hardly seen, and it is understood that supplies are becoming rather scarce.

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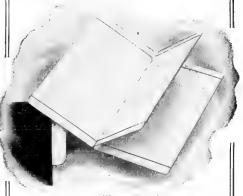
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COM & BIR 14 1 ve de 1 VMB FISH
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Wells, Mich.

NO. 1 C., bard, 12 4", ran, wdths, ran, lgths, 1 yr dry, NO. 2 C. & B., soft, 4 4", ran, wdths, 1 yr dry, NO. 2 C. & B., soft, 4 4", ran, wdths, 1 yr dry, STRABLE LL MEER & SALT COMPANY, Sagnaw, Mich.

FAS, hard, 8 4, 12 4 & 16 4", 6" & wdr., 18 mos. dry, FAS, soft, 8 4", 6" & wdr., 18 mos. dry, YEAS, soft, 8 4", 6" & wdr., 18 mos. dry, YEAS, soft, 8 4", 6" & wdr., 18 mos. dry, YEAS, soft, 8 4", 6" & wdr., 18 mos. dry, YEAS, soft, 8 4", 6" & wdr., 18 mos. dry, YEAS, soft, 8 4", 6" & wdr., 18 mos. dry, YEAS, soft, 8 4", 6" & wdr., 18 mos. dry, YEAS, soft, 8 4", 6" & wdr., 18 mos. dry, YEAS, soft, 8 4", 6" & wdr., 18 mos. dry, YEAS, 18 dr., 18 dr

FAS, hard, 4.4 to 16.4", 8" & wdr.; FAS, hard, 4", c. drd, W. D. YOUNG & CO., Bay City,

LOG RUN, 54". GEO. C. BROWN & CO.

# HARDWOOD FOR SALE

### MAPLE—BIRD'S EYE

FAS 44", ran widths ran Laths, end stack DBBS & MITCHELL, INC., Camillae, Auch FAS 44 to 84", 6" & widt 8 to 16", 8 mos et y drd. STEARNS SALT & LI MBER COMPANY

### OAK-PLAIN RED

NO. 2 & BTR. 4 4", 1" & up 15 mos dry, AHNAPEE VENEER & SEVIING CO., Burch, wood Wis

NO. 2 & BIR. 1 T. SECTING CO., BROCK WOOD, WISE FAS 4 4", 1 V. div. VIGERDEEN LIMBER COMPANY, PITTSHURGH, PA. NO. 1 C. 3 4", 8 most div. T. W. (1 T SINGER Evansyille, Ind. FAS & NO. 1 C. 4 T. STEP PLK, 5 4" HOFF MAN BROTHERS COMPANY, FOR WASTE LED NO. 1 C. & B. 3 4 & 4 1 BELLGRADE LUMBER CO., Memphis, Tenn. NO. 4 C. & B. 3 4 & 4 1 BELLGRADE LUMBER CO., Memphis, Tenn. 10. & 2 C. Memphis, Tenn. 10. & 2 C. Memphis, Tenn. 10. & 2 C. 5 8 & 4 4" KIALETZER CURED LEMBER COMPANY, CHECKBER CURED LEMBER COMPANY, CHECKBER CURED LEMBER COMPANY, CHECKBER & MFG. 6 mos. dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark.

mos. dry. Little Rock Ark.

O., Little Rock, Ark.

COM. & BTR. 4.4 & 8.4", ran. wdths., ran
ths. 2 vis. dry. LOUISVILLE VENEER MILLS

AUSTRIE, KY.
COM. & BTR. 44, IS modely. THE POWELL FERS LUMBER CO., South Bold, Ind.
NO. 1 C. & B. 44 to 84", 8 to 20 mos. dry. No. d. stock. Vall. COOPERAGE COMPANY, Fort

ayne, Ind.

NO. 1 & BTR. 4 | to 8 | 7, 12 mos dry VESTAL

NO. 1 & BTR. 4 | to 8 | 7, 12 mos dry VESTAL

TMBER & MFG. COMPANY, Knoxyille, Tenn.

FAS 8 4, 10 4 & 12 4", 6" & wdr. 18 mos dry

EAGER LUMBER COMPANY, INC., Buffalo,

Buffalo. N.

### OAK—PLAIN WHITE

FAS 5/8", 6 mos, dry, F. M. CUTSINGER, Evansville, Ind.
FAS 3 4 to 6 4", NO. 1 C. 5 S. 3 4 to 6 4", NO. 2 C. 4/4 & 5/4". KRAETZER-CURED LUMBER COMPANY, Cincinnati, O. NO. 1 C. 3/8 to 5/8", 1 yr. dry. LAMB-FISH LUMBER COMPANY, Charleston, Miss FAS 4/4, 5/4 & 8 4", 6" & up wd. 40"/; ig., 4 mos, dry. LITTLE ROCK LUMBER & MFG. CO., Little Rock Ark

BTR. 4/4 to 84", ran. wdths., ran. s. dry LOUISVILLE VENEER MILLS.

Igths, 2 yrs, dry LOUISVILLE VENEER MILLS, Louisville, Kv.

FAS 4/4", 6" & up wd.; NO, 1 C, & NO, 2 C, 4/4", 4" & up wd. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

NO, 1 C, & B, 4/4 to 8.4", 8 to 20 mos, dry, No, Ind. stock, VAIL COOPERAGE COMPANY, Fort

Ind. stock. VAIL COOPERAGE COMPANY, Fort Wayne, Ind.

NO. 1 & BTR. 4 4 to 8 4", 1 v1 dry VESTAL.

LUMBER & MFG COMPANY, Knowville, Tenn

NO. 1 C, 4 4", 4 mos, dry; NO. 2 C, 4 4", 8 mos.
dry, STIMSON VENEER & LUMBER CO., Memphis, Tenn.

FAS 4/4", 45% 14 & 16' lg., 7 mos. dry; NO. 1
C, 4 4", 45% 14 & 16' lg., 5 mos. dry; NO. 1
C, 4 4", 45% 14 & 16' lg., 5 mos. dry; LIBERTY

HARDWOOD LUMBER CO., Big Creek, Tex

### OAK—QUARTERED RED

NO. 1 C, 8'4", 9 mos. dry. F. M. CUTSINGER. vansville, Ind.

STRIPS, 4/4", 21½ to 51½". HOFFMAN BROTHRS COMPANY, Fort Wayne, Ind.

NO. 1 & 2 C, 4'4 & 5'4". KRAETZER-CURED UMBER COMPANY, Cincinnati, O.

COM. & BTR. 4'4", ran, wdths., ran. lgths., 6
8 mos. dry. LOUISVILLE VENEER MILLS. ouisville. Ky

Louisville, Kv.

(O.M. & BTR, 44", 2 vrs. dry. MOWBRAY & ROBINSON COMPANY, Cincinnati, O.

NO. 1 C, 44", 6 mos. dry. STIMSON VENEER & LUMBER CO., Memphis, Tenn.

NO. 1 & 2 C, 44", GEO, C. BROWN & CO., Memphis, Tenn.

### OAK—QUARTERED WHITE

FAS 3/4", 8 mos. dry; NO, 1 C, 3.8", 9 mos. dry; F M, CUTSINGER, Evansville, Ind FAS 7:8", STRIPS, 4 4", 4 to 54," HOFFMAN BROTHERS COMPANY, Fort Wayne, Ind. COM, & BTR, 4'4 & 5 4"; NO, 2 C, 4'4", KRAETZER-CURED LUMBER COMPANY, Cincipal Strips 10 and 10 cinnati, O.

NO. 1 C. 3/8, 1/2, 5/8, 3/4 to 8/4", 1 yr. dry.
LAMB-FISH LUMBER COMPANY, Charleston,

FAS 4'4, 5 4 & 6 4", 40°, 1g., 5 mos. dry; NO. 1 C, 4/4, 5/4 & 6/4", 4" & up, 40°, 1g., 5 mos. dry;

CLR, 44", 5-51;", 50% lg., 6 mos. dry. LITTLE ROCK LUMBER & MFG CO., Little Rock, Ark. COM. & BTR, 5-8 & 44", ran. withs, ran.

COM. & BTR. 5.8 & 4.4", ram. wdths, ram. git. 6 to 8 to 100 to 10

### PINE

COM, so and here to 8.4" 8, 80°, 16 EAST JORDAN LUMBER COMPANY, East Jor-dan, Mich. NO. I. white, 14", 8" wd, 10 to 16' lg. I. STE-PHENSON CO. TRUSTEES, Wells, Mich.

### **POPLAR**

FAS 12 4", 1 v) dry, sap no defect. F M CUTSINGER, Evansylle, Ind. COM. & BTR, 5.8.14" ran, wdths, ran lgths, 10 mos. dry. LOUISVILLE VENEER MILLS,

Louisville, Ky.

COM, qtd., 44". I vr. dry, 54", 2 yrs. dry
MOWBRAY & ROBINSON COMPANY, Cincin-

EAS 4 4", 14" & up, 50", 14 & 16", 8 mos, dry, SEL, 44", 50", 14 & 16 | 2 8 mos, dry, NO, 1 C, 44 & 54", 50", 14 & 16 8 mos, dry, BEVEL BUING, No, 4, 80, & NO, 1 C, 4, 5 & 6" wd, 50%, 14 & 16", 8 mos, dry, NORMAN LUMBER COMPANY, INC., 1 oursylle, Ky, NO, 1 & BTR, 5 & & 8 4", VESTAL LUMBER & MFG, COMPANY, Knoxylle, Tenn

### **SPRUCE**

MERCH, 197 1 of 1 STEPHENSON CO TRUSTEES, Wells, Mich

### **SYCAMORE**

N. 2 C. & B. 4 U. 5) 14 & 167 Ig. 8 mos ory LIBERTY HARDWOOD LUMBER CO. Big Cook

### WALNUT

NO. 1 C. 4 4", 9 mos. dry F. M. CUTSINGER,

COM. & BTR. 4 4", ran. wdths., ran. lgths., 6 t mos. dry. LOUISVILLE VENEER MILES, Louis

NO. 1 C. 4 4 4 & at 6 to 16' 8 to 12 mos y. PENROD-JURDEN & McCOWEN, Mem-

dry, PENROD-JURDEN & McCOWEN, Memphis, Tenn.

FAS 3 8, 3 4 to 8 4", FAS 1 2 to 5 8", 10" & pp wd FAS 4 4, 6 7 & 8 9" NO, 1 C 1 2 5 8 3 4 to 8 4"; NO, 2 C, 4 4 to 10 4", PENROD WALNUT & VENEER COMPANY, Kansas City,

Mo
NO. 2 C. & B., 4 4 & 5 4", 6 mos, dry, No. Ind
Stock VAIL COOPERAGE COMPANY, Fort

### MISCELLANEOUS

NO. 4 C. 4 4", ran. wdth, ran. lgths. MITCH-LL BROTHERS COMPANY, Cadillac, Mich. MAPLE, LATH, No. 1, 12", 11; wd., 4' lg STEPHENSON CO., TRUSTEES Wells, Mich.

### **DIMENSION LUMBER**

OAK, 2x2x30. POWELL-MYERS LUMBER OMPANY, South Bend, Ind.

QTD. & PL. RED & WHITE OAK, 34 & 44" 4" & up wd. HOFFMAN BROTHERS COMPANY, Fort Wayne, Ind.

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**RED & WHITE OAK**, 13 16x2", select; 13 16 x 1 $^{12}$ ", **BEECH**, 13 16 x 2 $^{14}$ " clr.; 13 16 x 2 $^{14}$  sect; 13 16 x 2 $^{14}$  fett. T. WHICE COMPANY, Chicago, III.

### **VENEERS—FACE** ASH

LOG RUN up to 18" inc., 12" & up, 5 to 8'. BIRD'S EYE VENEER COMPANY, Escanaba

### BIRCH

LOG RUN up to 1 8" inc., 12" & up. 5 to 5', DOOR STOCK, 1/8", cut to dimension desired. BIRD'S EYE VENEER COMPANY, Escanaba, Mich.

1'20 to 1'4 6 to 36", 4 to 8', rtv., 1 vr. drv HUDDI ESTON-MARSH MAHOGANY CO., Chi-

### **GUM**

OTD, FIG., any thickness LOUISVILLE VENEER MILLS, Louisville, Ky.

SEL, RED, 1 16 & 18 6 + 26 48 t + 26 & 1 d | pr & t | UNEL, 1 16 & 187 6 t + 26 48 t 6 56 k, drd., pl & ng | STIMSON VENEER & LUMBER COMPANY Mounts 8 10 c

### MAHOGANY

Vity through 88 LOUISVILLE VENEER MILLS

tousville, Ky.

1 28 to 1 16, 10 to 30", 6 to 16', 846, 1 yr, dry
1 29 to 1 4, 6 to 18', 6 to 20', 8wd, 1 yr, dry
11 DDLTSTON WARSH WARROWANY CO., Che
cago, III.

### **MAPLE**

B-EYE, 1.28" 12 A 40 At 5 to 8 12 10 BIRDS of VINDER COMPANY IS A 11 BIRDS PLAIN OAK LYE VONDER

DOOR STOCK, 18%, at to differ Son desired LOG RUN, up to 18% in , 12, at a quarter Son BIRD'S EYE VENEER COMPANY, Escanaba,

Any thickness. LOUISVILLE VENEER MILLS ny thickness. LOUISVILLE VENEER MILLS insulle, Ky.
20 to 1 8", 6 to 36", 4 to 8', rtry., 1 yr, dry.
DDLESTON-MARSH MAHOGANY CO., Chi-

### OAK—QUARTERED

Any thickness. LOUISVILLE VENEER MILLS Louisville, Kv. 1 30, 1 28, 1 24, 1 20, 1 16", sld KNOXVILLE VENEER COMPANY, Knoxville, Tenn

### WALNUT

Any thickness. LOUISVILLE VENEER MILLS, onsyille. Ky SLD. & RTY. KNOXVILLE VENERE COM

1 24, 6 to 18% 6 to 12%, sld., 1 yr. dry. HUDD-LESTON-MARSH MAHOGANY CO., Chicago, III.

### VENEERS—CROSSBANDING AND BACKING BIRCH

1 28", 12" & up, 5 to 8'. BIRD'S EYE VENEER COMPANY, Escanaba, Mich.

### **GUM**

Any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

### MAPLE

1.28", 12" & up, 5 to 8', BIRD'S EYE VENEER COMPANY, Escanaba Mich

### **POPLAR**

Any thickness. LOUISVILLE VENEER MILLS, Louisville, Kv.

### PANELS AND TOPS BIRCH

3 pix 1 4" & 5 16", 3 & 5 piy 3 8", 3 piy 1 4x30x 72, sel, pl. rod, 2 sides, WISCONSIN SEATING COMPANY, New London, Wis 1 4 to 3 8", 18 to 36', 48 to 54", HUDDLES TON-MARSH MAHOGANY CO, Chicago, III

### ELM

3 pay 1.47 WISCONSIN SEATING COMPANY, New London, Wis

### GUM

QTD, FIG., any thickness LOUISVILLE VENEER COMPANY, Louisville, Ky
14 to 3 S., 18 to 36" 48 to 84". HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

### MAHOGANY

Any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky. 3 ply 14". WISCONSIN SEATING COMPANY, New London, Wis.

### OAK

Any thickness, LOUISVILLE VENEER MILLS, Louisville, Ky.

PL. 3 ply 14" & 5 16", 3 & 5 ply 3 8", PL.

WHITE, 2 sides 5 ply 5 8"M7x62; QTD., 3 ply 14" WISCONSIN SEATING COMPANY, New London Wis 14" WISCONSIA SEATING COMPANY, N. London, Wis. 14 to 3 8", 15 to 36", 48 to 84". HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

### MAPLE

 $3~\rm ply~1.4x24$  and 30x60.~WISCONSIN~SEATING COMPANY, New London. Wis.

### PINE—YELLOW

1 4 to 3/8", 18 to 36", 48 to 84". HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

### WALNUT

Any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky. 14 to 3 S", 18 to 36", 48 to 84", HUDDLESTON-MARSH MAHOGANY CO., Chicago, 111.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

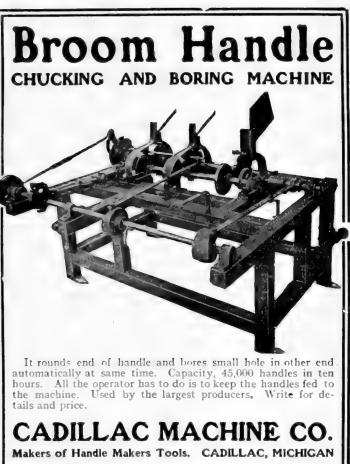


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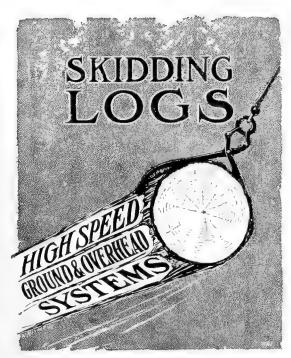


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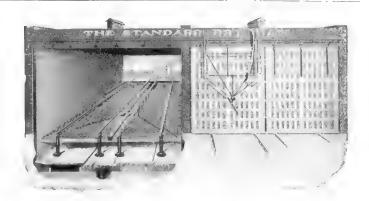
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Very 182 10 Clear Dry Mixed Oak 2 cars (v2 = 0) Clear Dry White Oak Lear (v2 = 0) Clear Dry Red Oak Cears (v2 = 19) Clear Dry Mixed Oak Lear 2x2-19 Clear Dry White Oak Lour tyle=19 Clear Dry Red Oak Lear 15,v15,-19 Clear Dry Mixed Oak Lear 1 'avl' 4-19 Clear Dry Miyed Oak Loar 1x1-18 Clear Dry Mixed Oak Lear Del 500 Clear Dry Mixed Oak Lear Lyt-51 & 57 Clear Dry Oak t car Payt-10 Clear Dry Oak 1 car 2 (x2) 4-19 Clear Dry Oak. 2 cars 2x2-30. Clear Dry White Ash. I car 3x3-30 Clear Dry White Ash. 1 car 15,x15,-19 Clear Dry White Ash. 2 cars 3x3-30. Clear Dry 6um Squares. 12 car 212x212-30. Clear Dry Gum Squares Car 3x3-39 Clear Dry Gum Squares. Lear 2x2-30 Clear Dry Coim Squares

We can cut to your order anything in Dimension stock promptly Send us your inquiries

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Cottonwood, Gum
Other Arkansas Hardwoods

We have had many years' experience in the proper manutacture and handling of this stock and are support ourselves and our product.

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**ASH** 4 4, 5 4 and 8 4.

BASSWOOD—4 4. Winter Sawn.

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HARD MAPLE—4 4, 6/4, 8/4, 10/4 & 12/4.

SOFT MAPLE—1.4 only.

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All Band Sawn

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# Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS. VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

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WISCONSIN

# PANELS AND VENEERS

at all times assures the consumer of immediate shipments

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Cut to Dimension, Jointed and Taped, Ready to Lay ROTARY CUT

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3 p'y 1," Good 1 and 2 Sides	3 ply 14" Good 1 Side
112 Panels. 21866 1994 Panels 24872 244 Panels 58872 265 Panels, 686	50 Panels 21X7 10. Panels 24X7 30 Panels 24X8 30 Panels 30X7
a6 Panels. Parels	50 Patals 30Xi
25 Parels 2 A72 25 Parels 2 A860 46 Parels 2A86	3 ply 14" Good 2 Sides 41 Panels 14 Panels 14 Panels
	3 p.y 5 16" Good 2 Sides
3 ply 5 16" Good 1 and 2 Sides 6) Parels 24x12 405 Panels 24x12	21 Panels
6 Pinels Jix60	5 ply 38" Good 2 Sides
6 Pinels 24860 100 Panels 30872 3 ply 38" Good 1 and 2 Sides	9 Panels 24x7
125 Parals 36v72	3 p'v 38" Good 1 Side
74 Parels . 30X/2	70 Panels 30xf
13 Panels . 24x72 80 Panels . 26x6	
	PLAIN WIS. WHITE OAK
5 ply 3 " Grod ? Siles	
20 1 at ets	3 ply 14" Good 1 Side
SELECT RED BIRCH	76 Par Os
(NOT CURLY) 3 ply <sup>1</sup> <sub>A</sub> " Good 2 Sides	36 Parm Is 24x7
26 Patals 30372	3 ply 14" Good 2 Sides
COMMON MAPLE	50 Panels 30x6
3 rlv 14" Good 1 Side	11 Parels 36%
3 rly 14" Good 1 Side 26 Panels	5 ply 58" Good 2 Sides
30 Parels	20 Pariets
FIGURED MAHOGANY 3 PLY	
32 Panels, 1, in., 24x0, Good 1 Side 68 Panels, 14 in. 24x72, Good 2 Sides	QTD, SAWN WHITE OAK
68 Panels, <sup>4</sup> in 24x72, Good 2 Sides	97 Panels, 4 in 39x72 Good I Sid
BASSWOOD	
3 ply Good 1 Side	OTD, SLICED WHITE OAK
3 ply Good 1 Side 25 Parels, 5-16 m	-
25 Par ets. 5-16 m	550 Panels, ¼ in., 24x72, Good 1 Sid 25 Panels, ¼ in., 24x60, Good 2 Side
15 Large 1, in	25 Panels, % In., 24260, Crood 2 Olde

# Wisconsin Seating Co.

New London, Wisconsin

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Rotary Cut Birch Veneers HOULTON, ME.

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ARE THE PRODUCT OF HIGH GRADE LOGS. FIRST CLASS EQUIPMENT AND OVER TEN YEARS' EXPERIENCE MILWAUKEE BASKET COMPANY, South Milwaukee, Wis.

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# "Ideal" Steel Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

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in 1, 2 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

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Have following stock at Boyne City, car or cargo shipments:

160 M ft. 4'4 No. 2 Com. & Better Red Oak 250 M ft 4 4 No 2 Com. & Better Beech

75 M ft. 5'4 No. 2 and No. 3 Beech

14 M ft. 14 4 No. 2 Com & Ret-ter Maph 12 M ft. 10/4 No. 2 Com. & Bet-ter Maple

500 M ft. 12/4 No. 3 Com. Maple 500 M ft. 4/4 No. 3 Com. Maple 67 M ft. 5/4 Log Run Basswood 34 M ft. 5/4 No. 2, 3" and 4" strips, Basswood 12 M ft. 5/4 No. 3 Com. Bass-wood

wood 12 M ft. 4/4 No. 3 Com Bass-

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EAST JORDAN, MICHIGAN High Grade Maple

35M 12/4 No. 1 Common and Better 8/4 No. 1 Common and Better 6/4 No. 1 Common and Better 4/4 No. 1 Common and Better 5/4 Ouarter Sawed Hard Maple

Strictly Lower Peninsula stock. Write for prices.

FULL THICKNESS

BAND SAWN

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# Strable Lumber & Salt Co.

Manufacturers of

Hardwood Lumber AND

Maple Flooring

**MICHIGAN** SAGINAW,

WE WANT TO MOVE:

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50,000 ft. 8/4 No. 2 and better Soft Maple.
150,000 ft. 4/4 No. 2 and better Soft Maple.
75,000 ft. 6/4 No. 2 Common Soft Elm.
75,000 ft. 6/4 No. 3 Common Soft Elm.
30,000 ft. 4/4 No. 2 Common Soft Elm.
100,000 ft. 4/4 No. 1 Common Basswood.
37,000 ft. 4/4 No. 2 Common Basswood.

### BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.

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### MORE THAN 2,000 LUMBERMEN

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White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Mill-work, Boxes, Maple and Oak Flooring

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OUR SPECIALTY:

**QUARTERED** WHITE OAK

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Dry band sawed stock

Piled at our Mill in Alabama ready for shipment 100000' 4/4 1s & 2s Plain Red Oak.
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Specialties:

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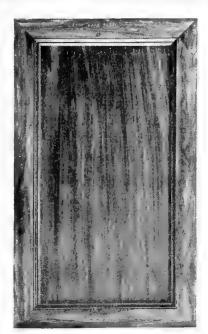
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Nov. 1, 1915 Fas  1	No. 1 (5 88,000 (6 2,000 (7,50	\$36.00 36.00 37.00 45.00 20.00 25.00 30.00 22.00 22.00 22.00 22.00	ZONI, No. 2 40,000 15,000 10,290 2,000 2,500 27,000 18,000 20,700 cces and	\$20.0 21.0 21.0 21.0 21.0 20.0 20.0 20.0
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110M 4 4 let & 2nd Basswood
75M 4 4 No. 1 Common Basswood
90M 4 4 No. 2 Common Basswood
40M 5 4 let & 2nd Basswood
90M 5 4 No. 1 Common Basswood
60M 5 4 No. 3 Common Basswood
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160M 6 4 No. 3 Common Beech

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100,000 ft. 4/4 No. 1 Common and No. 2 Common Birch.
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50,000 ft. 6/4 No. 3 Common Hard Maple.
50,000 ft. 6/4 No. 2 Common and Better Beech.
500,000 ft. 6/4 No. 2 Common and Better Beech.
250,000 ft. 5/4 No. 2 Common Beech.
100,000 ft. 6/4 No. 3 Common Beech.
20,000 ft. 6/4 No. 3 Common Beech.
20,000 ft. 6/4 No. 1 Common Beech.
20,000 ft. 6/4 No. 2 Common Birm.
20,000 ft. 6/4 No. 2 Common Birm.
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The Kneeland-Bigelow Company

15,000 ft. 6/4 No. 1 Common Basswood.

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HARD MAPLE
                                                                                             REECH

        8/4 No. 2 C. & B.
        35,000 ft.

        8/4 No. 3 Com.
        68 e00 ft.

        5/4 No. 2 C. & B.
        409,600 ft.

        5/4 No. 3 Com.
        31,000 ft.

        4/4 No. 1 C. & B.
        53,000 ft.

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        859,000 ft.

        4/4 No. 3 Com.
        57,000 ft.

                                                                                         BASSWOOD
                                                                   4/4 No. 2 C. & B.
4/4 No. 3 Com. . .
                                                                                   ELM
                                                                    4/4 Full cut ......
                                                                                                ASH
                                                                   BIRCH
CHERRY
                                                                    4/4 Full cut ......
                                                                                               OAK
                                                                    4/4 Full cut .....
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A well organized Collection Department is also operated and the same is open to you. Write for turms,

# Lumbermen's Credit Assn., Established

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EW YORK CITY

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Of Single Duplicate or Triplicate Lumber Tally Ticket (without Loose Carbon Sheets) used in the

# Gibson Aluminum Tally Book Covers

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10,000 .	$1\frac{1}{2} \times 1\frac{1}{2}$	26 "
22,000 .	$2\frac{1}{2}$ " sq.	24."
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IF YOU ARE INTERESTED, DROP US A CARD, ASKING FOR PRICE OR SAMPLE.

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Purveyors of Floors for Fastidious People Main office, yards and warehouse

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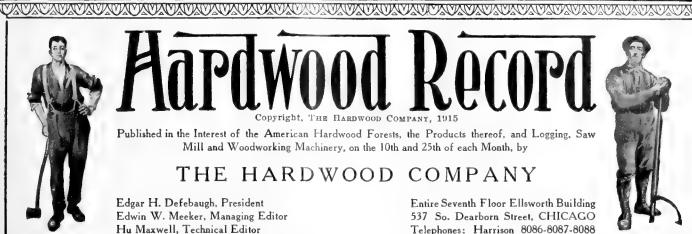
Do you insist, not only on accepting strictly the grade of lumber you buy, but on well manufactured lumber smoothly sawed, cut full thickness-are you careful to specify your Gum Lumber must be straight and free of warp and twist?

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# PHWOOD Reco

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

#### THE HARDWOOD COMPANY

Edgar H. Defebaugh, President Edwin W. Meeker, Managing Editor Hu Maxwell, Technical Editor

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CHICAGO, NOVEMBER 10, 1915

No. 3



# Review and Outlook



#### General Market Conditions

BU IBERMAN OF CONSERVATIVE TENDENCIES and judgment which is usually considered as worth something, predicted a few days ago that within ninety days the level of general prices in lumber will have reached as high a point as has ever been touched. This statement was made without any evidence of excitement and seemingly without any consideration of a possibility of this condition not developing.

In looking over the situation in the hardwood field about the only item that appears to be in a condition that is not really good is a line of low-grade northern hardwoods, which piled up considerably on account of the inactivity of the railroads. It is confidently expected that the almost normal return to the purchasing field by the transportation lines will take care of all of the surplus of northern hardwood stock that would ordinarily go into ties and probably cut down the available amount even beyond the present over-production.

In practically all other standard items the expansion of trade has more than balanced supply and demand, and at the rate the consuming factories are disposing of their goods and using up what stocks they have accumulated, an incline in price will make itself ·known inside of a few weeks.

It is generally reported from Grand Rapids that the furniture people in that high-priced town are working about twenty-two hours a day. In Sheboygan, with its high state of efficiency in manufacture, they are working practically to the limit of production on moderate priced lines. All of the sections turning out furniture, pianos and in fact every line of woodwork in hardwoods is going on a normal basis as far as production is concerned.

The active situation has resulted in a good many millions of feet of hardwood lumber going into consumption, but there is still room for improvement in the actual call as there has been more lumber purchased and delivered in the last few months than is realized. The wise buyers have bought in here and there in small lots as they have gotten the right price, and as a consequence have piled up a good deal of lumber on their yards. However, there is no doubt in the world but that the present state of activity is going to clean up this in a short time.

All reports from the southern pine section are increasingly cheerful. Pine has been influenced by unusual conditions more than most of the other woods as it has gone into a good many big orders for domestic consumption, and has also been exported to a very large degree. As a result there has been a material cutting down of mill stocks in yellow pine. Other competitive woods, such as hemlock, have not enjoyed this out-of-the-ordinary assistance, but even though

the call has not come direct to hemlock, that wood will indirectly profit from any improvement in the yellow pine situation. In fact, it has been reported that some of the good effect of the great activity in southern pine is already showing. The biggest buyers of pine have been the railroads and car companies who are planning big things in the way of car construction, making over roadbeds, requiring a good deal of timber for ties and bridge work, and in short, a general program of improvement and addition to stocks and equipment.

The yard trade as a general thing is buying in fair quantities, but has not opened up its demand to the extent that it might in the next month or so.

There is absolutely nothing perceptible in the lumber situation at this date to indicate anything but a rapid return, both in demand and price, to a level bordering normal. This movement has already set in and seems to continue practically without interruption. It is a cheering fact that without a doubt improvement in business is due more to a general improvement in the domestic situation than it is to the effect of the abnormal export trade. In other words, with but a normal trade with various foreign countries and the domestic situation in the shape that it now appears to be in, it can confidently be expected that good times will continue.

#### The Cover Picture

N O ONE NEEDS TO BE TOLD that the twin trees constituting the leading feature of the cover picture illustrating this issue of HARDWOOD RECORD are of second growth; that is, they came on after the older trees had been removed. They stand about six miles from Alpena, Mich., on a tract of land formerly occupied by white pine but which is now first class pasture. The photograph was furnished by the Derry Lumber Company, Detroit, Mich.

The twins trees are paper birch. That is the tree which formerly furnished the bark of which Indians and white traders made the canoes that played so important a part in the pioneer history of this region. Trunks larger and smoother than those in the picture were selected by the canoe maker; and the bark was peeled in sections five or six feet long, and these were sewed together with bark or roots to make the skin of the canoe. That was stretched over a light frame of proper size and shape, and the holes and seams were made water tight by means of pitch from pines and wax from balm of Gilead buds. Thus the canoe was made.

It has passed out of use as a business proposition, but summer resorts still have a few birch bark canoes to rent to tourists, and occasionally an Indian is at hand to demonstrate the mystery of that kind of navigation, for a consideration.

The second of th

The commercial value of paper bach is due to its suitableness for spools. These are made in New England by millions, but the industry is yet small in the Lake States in spate of the fact that paper birch is abundant there. Doubtless the spool makers will draw upon that the clossific in the term of the fact less spool wood of tanable, because of its white color, the ease with which it may be cut with fine tools, and its ability to hold its shape after it leaves the lathe.

The twin trees stand on the upturned root of a white pine whose trunk was bucked for sawlogs forty years ago when lumbering was at its height in that part of Michigan. Although the trees occupy the top of the log, their roots pass down its side and penetrate the ground. The seeds of paper birch are equipped with wings which carry them long distances through the air, and if they fall on suitable ground they grow. The seeds which produced the twins evidently found soil on the top of the pine log and germinated there. That habit of beginning life on top of a log or some other object is not prominent with paper birch, but is strongly characteristic of yellow birch, the seedlings of which prefer the top of a rotten stump, log, or moss-covered boulder, and the roots make a quick journey downward until they strike soil.

The survival of the pine root during forty years speaks well of its powers of resisting decay. If the testimony were not explicit that it is white pine, it might be suspected of being Norway pine which lasts much longer in exposed situations than white pine, due to the greater quantity of resin in it. In old cuttings the white pine stumps are often nearly gone, while those of Norway pine are still sound. Probably one pine in four, averaged for the whole original Michigan pineries was Norway pine. The tree form of the latter is quite different from that of the white pine, and so far as trees are shown in the picture, no Norway pine seems to be among them. All trees visible in the picture are likely second growth.

#### A Standard Price List

It is outten easilier to see what is needed that is seen in a recent report upon American opportunities to sell lumber in China and other parts of the Orient, by Franklin II. Smith, who went there as a government agent to investigate that matter. Among other needs pointed out, mention is made of the help that would come from a standard price list of lumber. Chinese and other people of the eastern countries are constituted somewhat like other human beings, and when they begin to plan the purchase of lumber in America to be shipped across the Pacific, they would like to have some way of figuring cost before the trade is finally consummated. That is natural.

If they were buying steel, cement, cotton, or wheat they could consult market quotations and determine about what the proposed purchase would cost; but they cannot often do that with lumber.

The paternal and benign supervision over lumbermen which certain departments of the government have seen fit to take unto themselves has stood in the way of a free discussion of lumber prices by the men who produce and handle lumber. Such discussion has been construed as "in restraint of trade," and lumlermen who talk prices have been threatened with fine and imprisonment. Consequently, there is no such thing as a standard price of lumber, so far as announcement by any sort of authority is concerned.

When an intelligent government agent got among prospective buyers in a foreign country it did not take him long to see that the absolute of sach start of process was hardening trade, and he so reported, and the government gave his report to trade papers for publication.

What is going to be done about it? The need has been pointed out by a government agent who was sent all the way to China to learn what could have been learned a great deal nearer home; but the point now is, will the government still stand in the way and prevent lumberment from doing the very thing which its agent has declared would greatly help trade? Or, if the men who make and sell the lumber are not to be permitted to fix a standard price for its sale, will the government, by means of its departments, bureaus, and branches, do anything in that direction? If not, the agitation of the question will go round a circle and end where it began.

When the Federal Trade Commission was created and sent forth, some people hoped that it possessed the power and had the purpose to handle propositions exactly like that called up by Mr. Smith's reference to the desirability of a standard price list for lumber; but a good many months have gone by and some hundreds of speeches have been made between the Pacific coast and the Atlantic shore, and everything is still dark and doubtful concerning what the commission's scope of activities shall be along that line. Nobody appears to know, and nobody seems to be able to find out. This substantiates the statement with which this article opens, that "it is often easier to see what is needed than to point out a way to attain it."

#### Home and Foreign Markets

The latest to be had, were valued at six million dollars in round numbers. The annual output of lumber in the United States is worth about \$600,000,000 at the mill. That is the showing for 1912 which is the latest year for which values are given in the government reports. Value as well as output vary from year to year, but the sum quoted may be taken as an average. Exports of lumber vary also, but if the shipment abroad for last August is an average, it becomes interesting as a basis for comparing the home and foreign markets for lumber. The August exports were probably less on account of the war than they would have been had peace prevailed; yet by taking the figures as they stand, it appears that about one-eighth of the lumber is exported.

This statement is based on value, not feet. Since the better grades only are exported, and that product is more valuable, foot for foot, than that consumed at home, it follows that somewhat less than one-eighth of the total feet of lumber is exported. The ratio is slightly modified also by the fact that some of the exports are further manufactured, as in the case of furniture and shooks; but there are not enough of these to change the total greatly.

The home market is still worth a great deal more than the foreign in the lumber trade. In that respect it is quite different from the cotton business. There the growers depend on the foreign market for their returns. If for any reason they cannot export cotton, they quickly find themselves in a bad situation. The lumberman suffers also if the foreign trade is interrupted, but he still has seven-eighths of the market open, with a chance of improving it by a campaign for trade extension at home.

That campaign is now being vigorously carried on in our midst. The department of the National Lumber Manufacturers' Association recently organized for that purpose, and under the immediate management of E. A. Sterling, is working in the home field with the particular purpose in view of finding more ways in which lumber can be sold in the United States. At the same time, the government, at its own expense, has sent agents abroad to find chances for extending the sales of American lumber in foreign countries. R. E. Simmons has been at work in South America and Franklin H. Smith in eastern Asia and Oceania. The government's original plan was to send an agent to Europe also, but the war began about that time and no agent was assigned to the European field.

The work being done at home and abroad to increase the demand for forest products should bear fruit soon. This work is being done at an opportune time. The war has broken up former trade arrangements and a general realinement is coming. Some of the former business rivals of American lumbermen in foreign countries have too many other things on hand now to pay much attention to lumber, and this is the time when the hot iron should be struck by exporters of the United States. If our foreign lumber business cannot be extended now and in the period immediately following the close of the war, there will be little prospect of ever extending it.

It has often been said that there is a tide in the affairs of men which, if taken at the flood, leads on to fortune. The signs of the times indicate that such a tide is approaching the American lumber business. It has long been expected, and lumbermen seem to be ready to take it at the flood.

#### A Protest Filed

O VERWHELMING DEFEAT SEALED THE FATE of New York's proposed new constitution which met its Waterloo in the election on November 2. It went down under a majority of nearly four hundred thousand votes. It is evident that the people of the state rejected the constitution because they did not like it, and the dislike must have been strong and general to produce an adverse majority so large. Many features were unpopular, but the one of most interest to lumbermen and foresters was that which provided for enclosing the vast areas of public state timberland within a Chinese wall, as it were, and let the trees stand, fall, and decay without being put to any use. The state forests were to be locked up. They were never to be touched. Though the standing timber might be worth millions of dollars, and fully mature, the constitution forbade all use of it.

That attitude seems to have been taken by the politicians who framed the constitution because they feared that gangs of other politicians might some time in the future get hold of the timberland and exploit it. To head off such a possibility, the sale and use of the timber were forbidden forever. Hardwood Record voiced at the time its disapproval of any such dog-in-the-manger policy. It is a satisfaction to note that the voters of New York reached a similar conclusion, and killed the proposed constitution. There were, of course, many other issues involved, and the timber problem was not the sole or even the leading matter to be considered; but there is no question that it had its part in rolling up an adverse majority of hundreds of thousands.

#### American Trade Helped by the Interest of Foreign Buyers

A MONG THE MANUFACTURERS OF AMERICAN PRODUCTS available for use in various foreign markets are two classes which could profit by consideration of certain measures of activity in commercial circles in this country. One class comprises those American manufacturers who do not give sufficient thought to the possibilities of developing foreign trade either because their methods are notable for a certain inertness or because they do not feel they can afford to bother with export business. The other class covers those who feel that all they have to do is sit back and wait for the flood of orders to come in from foreign countries.

As to the first class mentioned, considering of course that it is possible for them to export their commodities, the constantly increasing number of agents, representatives and members of foreign firms who are covering this country with a view to establishing agencies abroad for handling American business argues that the opportunity for handling foreign business on a real business basis is imminent and that if they can profitably ship abroad there are dozens of opportunities for making the right connections with reliable individuals who have taken the trouble to come to this country to investigate sources of supply in person.

As to the second class, their belief may be partially justified by the presence of these foreign business men. There are some twenty nations represented by men of prominence in the business world in foreign countries but in order to take the fullest possible advantage of the opportunity afforded, it is necessary to go even further and make an analysis of trade conditions and requirements of purchasers in markets which it is contemplated to cultivate.

All things considered the chances for developing our commercial relations with markets in other parts of the world are much greater

today than they have ever been and the opportunity presented to American business men by the advances of foreign importing firms is of such significance it cannot be over-estimated. The course of events over which we have had no control and for which we can take no credit will result in a saving to American exporters of many years' hard work in certain directions necessary to establish the personal contact immediately with those foreign agents. This opportunity should be fully utilized not only to realize on the immediate advantage offered to American exporters by the present receptive mood of foreign buyers, but in order that the initial advantage may place us that much further ahead in the general play for widening foreign markets in the future. In other words we should not merely take off this the cream of the trade and let the future possibilities take care of themselves, but we should make this merely a stepping stone to a permanent relationship and commercial development for future years that will not be altered by the outcome of the European

#### Law and Lake Boats

THE SEAMAN'S LAW WENT INTO EFFECT on November 4. This measure is frequently referred to as the Lafollette law because its author and finisher was Senator Lafolette of Wisconsin. The newspapers announced that only one boat in twenty on the Great Lakes was able to conform to the terms and comply with the regulations of the law. Seeing that such would probably be the case, those in authority on the lakes were directed to be lenient with the owners of vessels who had made an honest effort to obey the law.

When the lake traffic is found to be in a fair way to suffer extinction or very great damage because of the new regulation which Congress enacted, it brings the matter close home to the people of the Middle West. So long as the blow fell on ocean shipping only, the effect was not directly apparent in the interior of the country; but when lake business is hit, the result comes straight home.

The seaman's law was placed on the books on the strength of the claim of its sponsors that it would benefit the American sailors and make conditions easier for them. It has not yet been tried under actual working tests, and a little time should be allowed to give it a chance to show good results; but up to the present time every indication points to harm instead of good. Some of the best American ships were driven from the seas, even before the time for the law to go into effect. Owners of ships did not believe they could do business at a profit under the new law, and they sold their vessels and retired, while the purchasers took the vessels to foreign waters.

It is difficult to figure out how the American sailors have been benefited by a law which drives vessels from American commerce, and fills the place, if it is filled at all, by vesels manned by Chinese, Japanese, Greeks, Italians, Scandinavians and other foreigners. The American sailor has been struck a blow which has put him out of business, and it has been done by a law which was enacted under the solemn promise that it was to benefit him.

The business man who depends on water-borne traffic is as badly hit as the sailor or shipowner is. A large part of the lake traffic consists of lumber, and if the Lafollette law breaks up traffic on the lakes as quickly and completely as it has done it on the Pacific ocean between our ports and foreign lands, the conditions will become serious for those who ship and receive lumber by the lake routes. Foreseeing this, the federal authorities will be lenient in enforcing the law, if newspaper reports are correct.

It is a pity that a little more "foreseeing" could not have been possible before the unworkable law was placed on the books; and some of this uncalled-for and unnecessary trouble might have been averted. It is another case where "weak men, clothed with a little brief authority, play such fantastic tricks before high heaven as make the angels weep."

Weight in the stationary parts of a machine is always a good thing, though, of course, proper distribution adds much to its value. Weight in the running parts is rarely permissible unless it adds to the strength; and its proper distribution is of the utmost importance.



# Indiana's Wood Using Industries



At the same of the total

#### W . I . I

The end of the the first of the Arman of the It grows more of less of all states we first the Resky Meant or shand extends enstwiction of the Dick to Mission, Netrucke and western Texas It grows northward in the British possessions and southward into Mexico discrepe experise, and the modes of its known in the trade is western pare western's trapite, New Mexico or Mexican white pine, and California white pine. It is one of the softest and lightest of the yellow pines. Western yellow pine is well established in most of the large markets of the country. For many purposes it is a satisfactory substitute for white pine. It is about fourteen pounds per cubic foot lighter than longleaf pine. No table is necessary to show the use of western yellow pine in Indiana, since the total spantify 2,950 000 feet is taken by the manufacturers of sash, doors, blinds, and general millwork at an average cost of \$39,90. The wood is used for doors, door frames, millwork, sash, winder frames.

#### BLACK ASII

This tree is easily distinguished from white ash by the softer and scaly bark, and by its very much darker brown heartwood. It is one of the slimmest of the ashes, in proportion to height; and trunks are generally very straight. Few boles exceed a diameter of two feet. The wood is rather soft, moderately heavy, and quite pliant and tough if cut in thin strips. It is called hoop ash and basket ash, and sometimes cane ash, because of the ease with which it may be split along the rings of annual growth and made into those products. It thrives farther north than any other of the fourteen species of ash found in America. It ranges from Newfoundland to Lake Winnipeg and south in the Mississippi valley to Arkansas. The wood is usually distinguished from white ash by factories for the purpose of assigning each to the uses which it best fits. Most of that used in Indiana is cut within the state's borders. The largest demand comes from vehicle manufacturers, and the next largest from handle makers. Apportionment among other industries is shown in the table which follows:

	Quantity	used lly,	Av. cost	OF BLACK Total cost f.o.b.	Grown in Ind.	out of Ind
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Industry.						
Vobles of the						
1	992,700	34.62	811 51	8 41 500	432 700	560,000
Handles	550,000	19.15	23.36	12,850	550,000	
1	445,600	15.54	30.51	13.730	195,600	250,000
Refrigerators and						
kitchen cabinets	320,000	11.16	20.55	50.560	270,000	50,000
Agricultural im -						*****
	_ 10.10.1	0.97	32.75	6,550	100,000	100,000
Planing mill pdcts.	175,500	6.12	39.50	7,002	70,500	105,000
Car construction	55,148	2.03	56.29	3,273	23,042	35,106
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Charles and charles	31,666	1.0%	30.16	935	:1 000	
Boxes and crates.	25,000	1,57	13 00	325	25,000	
Facility	7,800	127	22 92	175	7,500	
Miscellaneous	61.584	2.16	17 61	foot	61.984	
Miscellane ous	01,3000	2.10		141,	11 11 11 11	
Total	2,567,732		833.79 (100.3	× 111, 5× 1	1,767,626	1 100,106

Except a limited growth of small trees in southern Florida, mahogany does not occur in the United States; but it is so widely used here and has been in use so long that it is a staple article of commerce. It is not practicable to discuss here the various mahoganies or woods which commonly pass under that name. Suffice it that there are many, some native of tropical America, others of West Africa, and still others from India and the Philippines. Botanists hold that so far as known, the true mahogany is found in America only; but that does not imply that some of the others do not produce mahogany like woods of the highest grades. It would not he difficult to list a dozen woods which sell in the lumber markets as mahogany, and the resemblance between some of them is very close. The betanical name of true mahogany is (Swietenia mahagoni). The wood weighs slightly more than white oak. It is moderately strong. After being seasoned it shrinks and swells scarcely at all, seldom checks or warps and for cabinet work or house finish it has no superior. The color is dark reddish, annual rings are vague or and visible to 1 and the reason of a productive. It has been in use in the last of State in ally or quite convents, and it is remarkable that the retail price has not changed much in that time. Amerrean maho, asymptotic trem the West Lieures, Mexico, and Central and South America. Seventeen industries in Indiana convert mahogany into finished products. Furniture makers demand nearly half, and the builders of cars stand second. In the table which follows, the amounts of mahogany used in Indiana are shown for different industries.

. `				HOLL ALTHO		
				1 -1 1		
				fob.		
	Feet bom.		1,000 ft	factory.	Feet bem	Feet burn
Industry.					•	
1 ' ( ) 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1				×1527.1%		1,226,564
Car construction.	. 511.619	_11.744	1 11 115	86, 67		541,049
Machallan and a						
Tirt Fr			145.16	33,415		230,200
Painting no part		4.95	-140.13	18,705		128,000
Sash, doors, blind:						
and general mili						
25 (1.1)	97,000	3.76	112.71	10,933		97,000
Chairs and chair						
Stock .	75,000	2.90	\$1.0000	7,500		75,000
S WALK DO ALCS	61,575	2.40	119 00.	7,367		61,878
Caskets and coffin		2.21	119.82	67.36.711		57,000
Fix ture	27 00 0	2.05	50.47	4,265		53,000
Pattern has 2 or		1.05	51.11	2,355		28,000
Vehicles and ve-						
has be proved	27,000	1.05	125/19	3,350		27,000
Hamilton	20,000	7.7	60,00	1,200		20,000
Plumbers' wood						
work	15,000	.59	140 00	2,100		15,000
Ship and become						10.000
building	10,000	.39	150.00	1,500		10,000
Frames and mold						E 000
ing, pacture	7,000	27	140,00	950		7,000
Woodenware re-				440		4.000
movelines	6,000	.23	68.33	410		6,000
Miscellance	500	,02	200.00	100		500
Pot.	0.509.501	100.00	\$131.66	\$340,145	, .	2,583,521
1 111 11	an 17 763,17 mr S	4	4. 1 47 4 1 1 1 1 1	4		_,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,

USIS OF MARROWANA Furnature, physician's Hall mirrors Handles, bandsaw Interior finish, passenger cars Actions, praco player Autmobile todes Autmobile to d. s. Hack posts, chairs. Brees, buff t. Bases, china cabine t. Bases, extension, table. Brases, setving to d. Bedsteads, externer werk. Benches, piano. Bout finish. Buffets. Interior trum Leaves, extension table Logs, piano Logs, faide Molding, bedroom furniture Molding, casket Buffets Molding, piano Music shelves, piano Organs Panels, desk abinets, china abinets, music abinets, phonograph record Panels, piano case Parquetry Patterns arving, the ases, partio askets Players, piano Rims, library furniture Rims, parlor furniture Rockers, chair Caskets
Chairs
Cheval mirrors
Chiffoners exterior work
Columns, library furniture
Columns, parlor furniture
Courteados, exterior work
Decking, leaved
Decking, leaved
Leskes, statems
Dining row of traditure
Doors, car Seats water closet Sewing machines, cabinet work Shelves, library furniture Shelves, parlor furniture Stair work Standards, bedroom furniture Standards, casket Stools, plane Finish hoat Finish, hoat Finish, deck Finish, launch Fixtures, bank Fixtures, saloon extension Tables, hall
Tables, library
Tables, parlor
Tables, serving
Tanks, water closet
Tops, buffet
Tops, chinn cabinet
Tops, library furniture
Tops, extension table
Tops, parlor furniture
Tops, serving table
Tops, table
Treads, stair
Wind shield boards, automobile
Wood carpet Fixtures, store
Flooring
Flooring
Folding beds, exterior work
Frames, bedroom furniture
Frames, buffet
Frames, chair
Frames, chair
Frames, evension table
Frames, picture
Frames, serving table
Frames, serving table
Frames, settee
Frames, settee
Frames, ventoristics
Frames, propostered chair ames, upholstered chair Wood mosaic

> C . . . . . Drag

The range of slippery elm covers the eastern half of the United States, extending westward to North Dakota, Nebraska and Texas. It has never ranked high as a timber tree, because the wood is less stable in quality than white elm and also because the trees are nowhere abundant. Thick stands are practically unknown. Trees usually occur singly and far apart. An unfailing means of distinguishing this species from other elms is always at hand if access to the inner layer of bark can be had. It is soft and mucilaginous. The layer may be a quarter of an inch thick, but is usually thinner. It is the only elm that may be easily split. Early Indiana farmers used slippery elm for rails. The heartwood is red, for which reason the tree is sometimes known as red elm. Its use is reported by only three industries in the state and the makers of boxes and crates are clearly entitled to first place, as is shown by the accompanying table. The price is low. Nearly four-fifths of the output is credited to the forests of Indiana, the rest being brought from other regions. Following are the uses of this wood: Bent hammock spreaders, boxes, crates, dowels, hand trucks, kitchen cabinets.

TAB	LE 25—CO	NSUMI	O MOITS	F SLIPPEI	RY ELM	
					Grown	Grown
	annua		per	f.o.b.		out of Ind.
	Feet b. m.	90	1,000 ft.	factory.	Feet b. m.	Feet b. m.
Industry.						
Boxes and crates	. 2,086,237	94.24	\$15.97	\$ 33,313	1,624,800	461,437
Woodenware an						
novelties		4.74	24.76	2,600	105,000	
Refrigerators an						
kitchen cabinet	s 22,500	1.02	20.00	450	22,500	
Total	. 2,213,737	100,00	\$16.43	\$ 36,363	1,752,300	461,437
		Cot	ton Gui	M		

Cotton gum is known as tupelo or tupelo gum at the sawmills and in the lumber yard and factory. The name cotton gum is applied to the tree because in the spring the leaves are whitish and look as if sprinkled with cotton. It is essentially a swamp tree, a companion of cypress. Its range lies in the low country from Virginia to Texas, but it ascends the Mississippi valley to southern Missouri and Illinois. Two other gums, likewise known as tupelo in the lumber yard, are water gum (Nyssa biflora) and black gum which is discussed elsewhere in this report. Water gum grows only in the Atlantic and Gulf states, but black gum grows throughout much of the eastern half of the country, including Indiana. Tupelo or cotton gum is sometimes called bay poplar, and some persons formerly supposed it to be a variety of yellow poplar; but it is not a near relative of that tree. The cut of tupelo lumber in 1913 was 120,-420,000 feet, 59 per cent of which was produced in Louisiana. North Carolina ranks second in production, Alabama third, Florida fourth. A considerable quantity reaches veneer mills in the form of logs. The wood possesses no valuable figure. Its uses in Indiana are shown by the following table.

		8				
TABL	E 26-CO	NSUM	PTION (	OF COTTO	N GUM	
			Av. cost	Total cost	Grown	Grown
	annua	lly.	per	f.o.b.	in Ind.	out of Ind.
I	eet b. m.	%	1,000 ft.	factory.	Feet b. m.	Feet b. m.
Industry.		,-				
Boxes and crates.	1,250,000	70.22	\$15.10	\$ 18,874		1,250,000
Sewing machines.		11.24	40.00	8,000		200,000
Frames and mold-						
ing, picture	190,000	10.67	24,47	4,650		190,000
Furniture	64,000	3.60	20.50	1.312		64,000
Planing mill pdcts.	60,000	3.37	19.17	1,150		60,000
Cigar boxes	15,000	.84	46.00	690		15,000
Car construction	1,000	.06	40.00	40		1,000
	4 500 000	700.00	910 50	0.04.770		# #00 000
Total	1,780,000	100.00	\$19.50	\$ 34,716		1,780,000

Cabinet work
Car lining
Casket crating
Cigar boxes
Electric wire molding
Furniture

USES OF COTTON GUM
Furniture crating
Interior finish
Quart baskets
Room molding
Sewing machines

CORK OR ROCK ELM

The name rock elm, which is applied to this wood, is in recognition of its hardness. Cork elm is more commonly used by botanists, though lumbermen occasionally speak of it in that way. The thin ridges and frills of bark on the small branches and twigs explain the origin of the name. The species ranges from Quebec to Missouri, and southward to middle Tennessee. It is most plentiful in the northern states, where it is associated with white and slippery elm. The term rock elm does not always mean this tree. It may apply to tough specimens of any of the elms, such as stand on thin soil and are of slow growth. Experienced lumbermen do not always agree on a line separating rock elm from others. The use of the term cork elm leaves no doubt as to what species is meant, unless there might occasionally be some conflict with wing elm (Ulmus alata) along the course of the lower Ohio river and southward where the ranges of the two species overlap. Cork elm is a substitute for hickory for some purposes, but is much inferior to hickory for others. Ninetenths of the demand in Indiana comes from vehicle manufacturers.

It is excellent hub material, and is satisfactory as rims for bicycles. Its apportionment among the wood-using industries of the state is shown in the accompanying table. Statistics of lumber production do not separate this elm from others, though mills usually undertake to do so. Cork elm is used for cantles, saddle trees, hubs, pitman rods, agricultural implements, sifter handles and grist mills.

TAB				OF CORK	ELM	
	Quantity	used	Av. cost	Total cost	Grown	Grown
	annua	lly.	per	f.o.b.	in Ind	out of Ind.
F	eet b. m.	%	1,000 ft.	factory.	Feet b. m.	Feet b. m.
Industry.				•		
Vehicles and ve-						
hicle parts	1,490,000	97.20	\$36.43	\$ 54,274	458.000	1.032,000
Saddles and har-					,	
ness	20,000	1.30	18.00	360	20.000	
Handles	15,000	.98	50.00	750	15,000	
Agricultural im -						
plements	8,000	.52	90.00	720		8,000
Total	1,533,000	100.00	\$36.60	\$ 56,104	493,000	1,040,000
			CAMORE			

Sycamore grows in nearly every part of the state, but it is not and never was of first importance as a source of lumber. Trunks attain enormous sizes, but the largest are usually hollow and are valueless as saw timber. Mills prefer sycamore logs three feet or less in diameter. The wood is usually very difficult to split. Round bolts, cut from logs, have been popular as meat blocks in butcher shops since the first settlement of the state. Arkansas, Missouri, Tennessee and Indiana in the order named were the principal sycamore producing states in 1913, and the total cut in the United States was 30,804,000 feet. Manufacturers of plug tobacco often prefer sycamore for boxes. It is popular for sewing machine tables, also for parts of furniture, and for woodenware. When quartersawed, the wood displays a novel and attractive figure. banks and land subject to occasional overflow constitute its favorite habitat. It is chiefly a waste land tree, and might become important under forestry methods. Manufacturers of boxes and crates in Indiana take more than one-third of the sycamore reported by factories, while chair makers are the second largest users. Though the tree grows in all parts of the state, it is worthy of note that not one foot of native sycamore finds its way to Indiana factories; yet the state is a large producer of the lumber from this species.

TAB	LE 28-C	ONSU:	MPTION	OF S	YCAI	MORE	
	Quantity annual		Av. cost per		cost b.	Grown in Ind.	Grown out of Ind.
	eet b. m.	%	1,000 ft.	fact	ory.	Feet b. m.	Feet b. m.
Industry.	M 4 M 000	0==0				00= 000	050 000
Boxes and crates.	515,000	35.78	\$15.16	\$	7,805	265,000	250,000
Chairs and chair	006 044	00.50	19.51		E 701	105.000	191.344
_ stock	296,344	20.59			5,781		
Furniture	169,000	11.74	30.15		5,095	159,000	10,000
Refrigerators and	140.000	0.50	18.21		2.550	140,000	
kitchen cabinets	140,000	9.73	18.41		2,000	140,000	
Sash, doors, blinds							
and general mill-	17,000	1.18	35.88		610	7.000	10,000
Work	15.000	1.04			426	14,000	1,000
Musical instru-	15,000	1.04	20.40		420	14,000	1,000
ments	13,100	.91	27.79		364	13,100	
Vehicles and ve-	10,100	.01	21.10		001	20,100	
hicle parts	5.000	.35	25.00		125	5,000	
Saddles and har-	0,000	.00	20.00			0,000	
ness	3,500	.24	22.00		77		3,500
Miscellaneous	265,343	18.44			5.525	261,343	4,000
Miscellaneous	200,020	20.11			0,000		
Total	1,439,287	100.00	\$19.70	\$ 2	28,358	969,448	469,844
20101 1111111	-,						

USES OF SYCAMORE Inside finish
Kitchen cabinet shelves
Packages, fruit
Partitions, kitchen cabinet Backs, piano Baskets Boards, game Box shooks Cases, carpet sweeper Plugs, paper roll Saddletrees Sheathing Chairs Cheese supports Side rails, bed Slats, fruit package Stave baskets Cores, bank fixtures Cores, store fixtures rating Step bars, vehicle bodies Flooring Furniture, bedroom Furniture, case goods Heading, fruit package Tables Tops, kitchen table

SPRUCE

Spruce is not native of Indiana but more than a million feet a year find uses there. It is a wood of light color and light weight, is wholly without figure aside from vague annual rings, and it possesses several desirable qualities. It is probable that the spruce used in the state was largely red spruce (Picea rubens) from West Virginia, but factories may have secured small quantities of white spruce (Picea canadensis) from the Lake states. The latter grows in the Lake states and eastward to Maine, while red spruce is found in the southern Appalachians and north to New England and Canada. Two western spruces are in the market, and one is shown by this report to bave appeared in Indiana factories. This is Sitka spruce

The first horses which grows using the Phane court from Calick to Alleka, and is the large today from important. Lingle over spices. Provide them to the oblight Richa no ethic spices. I wood not all an very some court to the exception of Silka spices. In long to the assess that the court of a long to the grows that the large today and the court of the exceptions. I consider a first horsest of some large boundary, refregerators, the secondary bounds and sometime boundary, refregerators, the secondary bounds and sometime boundary. The table which there shows what in pattern in declarate demand upon the eastern spice.

. 1	150 15 . 1	1115	MI IO	N. CHY 113	1 + }	
	12. 11. 1	1		1	Earlands to	Circinst.
	1.11		19.7	4 . 1	11, [1 ]	or use of the
}	"x x 1 1x 311		1,000 ft	factory.	Fret b. m.	Feet b. m
in thefty						
Tarre tarre and						
The first of the same of the	NUT SING	51 1.0	\$11.67	\$ 0.02 7.20		937 998
Mar Charles						
to a title	115 000	14 147	tt. Tet	5.370		115,000
As a drug of the factor						
gradient in the second	- 20,000	1.33	\$11.481	2.000		50 000
Its about the party						
teretal cold opin						
Arthin his from	27,79%	2.41	27, 20	756		27,795
Sigh do to 10rds						
er lage to ral more						****
as the	20.000			\$00		20,000
Par construction	3,000	26	35.00	1+1%		3,000
27 . 4 . 4	1 110 700	1000.000	C20 01	\$ 11.551	*	1,153,793
	1, 1 %, 1 %		6.111			.,,
		Norv	777 Pr	· F		

Formerly this wood was marketed as white pine in mixture with lumber of that species, and in government statistics of sawmill out put it is still listed with white pine. There is a disposition among factories and yards to separate the two woods, and Indiana factories report the use of nearly a million feet of Norway pine a year, which is less than one-twentieth of the amount of white pine used in the state. Norway pine in the region of its growth is often called red pine, a name referring to the reddish color of the bark. Throughout its range it is associated with white pine; that is from Newfoundland to Minnesota, and southward to southern Pennsylvania, northeastern Ohio and central Michigan. The average size of the trees is smaller than white pine, and the trunks are not quite so straight. For many purposes it is the equal of white pine, and is superior in a few; but it is not so soft, and the grain is coarser, while the reddish color lowers its value in some industries. The strength of the wood is indicated by the Indiana industries which use it as indicated by the table below:

Quantity used annually   Feet b.m.   Car   Construction   G23,000   G4.10   \$28.62   \$17,830   G23,000   G23,000   G23,000   G25,000	TABL	E 30- CO	NSUMI	ALION C	de Zoraz	Y PINE	
Industry   Car construction   623,000   64.10   \$28.62   \$17,830   623,000     Agricultural   Implements   137,720   14.17   21.00   2.892   137,720     Industry   114,250   11.75   25.03   2.860   114,250     Machine construction   90,000   9.26   32.00   2.880   90,000     Tarks and siles   2.000   21   30.00   60   2.000     Total   971,970   100,00   \$27.36   \$26,597   971,970     Bins   Car repairs   Cars, passenger   Cupbeards   Cars, passenger   Cupbeards   Cup		annua	11 v	per	fob	in Ind	out of Ind.
Car   Construction   G23,000   G4,10   \$28.62   \$17,830   G23,000   G23,00		Feet b.m.	* "	1,000 71.	factory.	P++t b, m	P ("" U 1), 11)
Please   137,720   14.17   21.00   2,892   137,720   1	Car construction .		64,10	\$28.62	\$ 17,530		623,000
Elevators		12= #20	14.17	21.60	0 600		137,720
Machine construction         90,000         9.26         32.00         2.880         90,000           Patterns         and thasks         5,000         51         15.00         75         5,000           Tanks         2,000         21         30.00         60         2,000           Bins         084XY PINS         15.00         273.6         \$26,597         971,970           Car repairs         Locs, portable derricks         Locomotive cabs, repairs         Locomotive cabs, repairs           Cars, passenger         Posts, freight elevator         Tanks           Derricks         Threshing machines           Hullers, clover         Tool boxes, seeding machine           Foundry flasks         Tool boxes, seeding machine				95 02			
Patterns   and   15,000   51   15 00   75   15,000   13 000   60   2,800   2,800   10,000			(1.10	40,00	-, -, 1111		1 4 7 , 44 1 1 1 7
Tanks and siles	\$100	90,000	9.26	32 00	2,880		96,000
Tanks and siles				1 = 600			7 000
Total 971,970 100,00 \$27.36 \$26,597 971,970  Bins Legs, portable derricks Car repairs Locomotive cabs, repairs Cars, freight Masts, portable derricks Cars, passenger Posts, freight elevator Cupboards Porticks Derricks Threshing machines Hullers, clover Tool boxes, seeding machine							
Bins Legs, portable derricks Car repairs Locomotive cabs, repairs Cars, freight Masts, portable derricks Cars, passenger Posts, freight elevator Cupboards Tanks Derricks Threshing machines Hullers, clover Tool boxes, seeding machine Foundry flasks	Tanks and siles	2,000	2.1	*251 1151	414		4,11911
Bins Legs, portable derricks Car repairs Locomotive cabs, repairs Cars, freight Masts, portable derricks Cars, passenger Posts, freight clevator Cupboards Tanks Derricks Threshing machines Hulbers, clover Tool boxes, seeding machine Foundry flasks	Total						971,970
RED CEDAR	Car repairs Cars, freight Cars, passenger Cupboards Derricks Hullers, clover	r,		Leg- Loca Mas Post Tab Thre Tool	s, portable comotive cab ts, portable is, freight e ks eshing macl boxes, seed	s, repairs derricks levator lines	Be <sup>*</sup>
			RE	D CEDAR			

Two kinds of red cedar are reported by Indiana factories, the eastern and the western. They are wholly distinct in genera, species, range and character of wood, and are here separately considered. The eastern red cedar (Juniperus virginiana) occurs in most if not all states east of the Rocky Mountains, and closely related species extend to the Pacific coast. This is the principal lead pencil cedar, and of it most cedar chests are made. It supplies posts for thousands of miles of fence, and has many other uses. It occurs in probably every county of Indiana, and is a shapely, conical tree which is very apt to grow along fences, or on lines where fences formerly stood. It is found on thin, stony land as well as where soil is good. Growth is slow but the tree lives a long time. It is a favorite ornament for farmhouse yards and rural roadways. Farmers frequently call it savin, others know it as juniper. Though it is found all over the state, Indiana factories used only 100 feet of native-grown cedar and nearly 700,000 feet from elsewhere. The quantity reported in

the follows table for for the was probably mostly used in the maneractive particle these charts. This wood is used for chests, cas kets, clothes closets, farm gates, telephone line boxes, wooden minnows for 1.2, 1.1.2.

	1		115	THE T	folio terv	in Ind	
Trust of the Alberta			. 4	\$ \(\frac{7}{1000}\)	\$ 500 \$500 \$ 5000 \$750		815 000 50,000 11 300
Wooder constraint Taxonomics Woodens on 1890	1	", feast			300	100	5,000
Tara			1 + + + + + + + + + + + + + + + + + + +		\$ 05,531	100	651.300

In government statistics of lumber output, black gum is included with tupelo. The tree has a wide range and is found from Maine to Florida and west to Texas. It grows in all parts of Indiana, and of the 675,000 feet annually used by factories in the state, only 50,000 feet came from outside regions. Except willow, it is the cheapest wood reported. It is extremely plain, without attractive figure or contrast of colors. Though only moderately hard, it is tough, with fibers so interlaced that splitting is nearly impossible unless the wood be solidly frozen. One of its largest uses is as wagon hubs. Its freedom from checks during the process of seasoning and its resistance to tendency to split afterwards, give it high value as material for large hubs. Its lack of adequate hardness is its principal drawback because spoke tenons are liable to wear the hub mortises and enlarge them sufficiently to loosen the spokes. Rail splitters in the days of worm fences made more mauls of black gum than of any other wood, and many are still made of it. Five industries employ the wood in amounts shown in the following table:

TARI	JE 32 C	ONSU	MPTHON	OF	BLACI	C GUM	
	Quantity	used .llv.	Av. cost	Tot f.	al cost .o.b.	Grown in Ind. Feet b. m.	Grown out of Ind.
Industry.		, 0	3,		,		
Boxes and crates	650,000	96.30	\$14,34		9,322	600,000	50,000
Saddles and har- ness	\$ 000 5 000		14 00 37.00		112 185		
Vehicles and vehicle parts Miscellaneous	2,000 10,000		$\frac{25.00}{22.50}$		50 225	2,000 10,000	
Total	675,000	100,00	\$14,66	\$	9,894	625,000	50,000
	USL	S OF BI	ACK GUN	ſ			
Boxes Box shooks Boxes, trunk Crating Doors, music cabine Doors, phonograph r Drawer bottoms		inet	Pap- Ster Top: Top: Wag	er ro eoty s, mu s, ph	ll plug pe boxe isic cat onogra repair	es d <b>net</b> ph.record c	abinet

WESTERN WHITE PINE

The principal commercial range of western white pine lies in Idaho and Montana. It is often called Idaho white pine, and one of its names is silver pine. It enters the Mississippi valley markets in large amounts, in direct competition with northern white pine. The average cost of the latter at the Indiana factories is \$28.40, and of the western wood \$48.69, the difference per thousand feet being more than \$20; but the comparison is hardly fair, because the grades used are not the same. The tree grows with fair rapidity, and under the protection given it on government land, and on most of the large tracts privately owned, it promises to remain a valuable resource. The wood is a satisfactory substitute for the white pine of the North, in almost every situation. The largest trees are six feet or more in diameter and 200 feet high, but the average size is about the same as that of white pine in the Lake states. The amount shipped to Indiana is absorbed by two industries, as follows: 554,133 feet at an average cost of \$48.64 by the manufacturers of sash, doors, blinds and general millwork, and 20,000 feet costing an average price of \$50 by the manufacturers of planing mill products. CHERRY

Several species of cherry are found in this country, but only one, the black or wild cherry, is important as a source of lumber. It grows in all parts of Indiana, but not in large amounts, neither are trees generally of large size. The tree's range extends from Nova Scotia to North Dakota, and south to Texas and Florida. It is one of America's finest cabinet woods. Its color gives it value, and it finishes with a peculiar luster shown by no other known wood. It is dense, hard, heavy and strong. The forest-grown tree

develops a trunk long and free of knots, but the open greath incise covered with limbs nearly to the base and is of little value for lumber. Eleven Indiana industries report the use of the wood, handles demanding more than any other single industry. A very large part of this product is used for saw handles. Cherry is a finishing and trimming wood, as an examination of the accompanying table indicates. In view of its scarcity it could not be employed in large quantities for any purpose; yet its average cost in this state is surprisingly low, being less than \$40.

TA	BLE 33-	CONSI	'MPTIO:	N OF CHE	HIRN	
				Total cost		e t Ind
F	eet b. m.	50	1,000 ft.	factory.	Feet b. m.	Feet b. m.
Industry.						
Handles	150,000		\$40 00	× 6,000		150 000
Planing mill pdtcs.	29,000		69,48	2,015		
Patterns and Hasks	26,000	5 25	69,23	1,500	5,000	24,000
Sash, doors, blinds						
and general mill-						
work	26,000	5.25	65.38	1.7(0)	26,000	
Plumbers' wood						
work	15,000	3.03	39.00	185	1 . 116,01	
Vehicles and ve						
hicle parts	15,000	3.03	36.67	7,50	3500	
Car construction .	13,932	2 82	73.64	1.026	13,932	
Musical instru-						
ments	10,000	2 02	40.00	100	10,000	
Woodenware and						
novelties	5,000	1.01	30.00	150	5,000	
Fixtures	3,000	,61	500 (00)	270	3,000	
Furniture	2,000	.40	77.50	155		1,000
Miscellaneous	200,000	40.41	25.00	5,000	50,000	150,000
Total	494,932	100 00	\$39.70	8 19,651	162,563	332,000

Backing, electrotype
Backing, engraver's work
Bodies, automobile
Cars, passenger
Doors, car
Floish, interior
Fixtures, lighting
Fixtures, store
Flooring, parquetry
Handles, handsaw
Interior finish, cars
Machine construction, flour mill

Molding, piano
Mountings, electrotype
Mountings, engraver's
Parquetry
Patterns
Racks, hat
Sash, electric cars
Sash, Pullman coaches
Seats, water closet
Show cases
Tanks, water closet
Wood mosaic

#### LOBLOLLY PINE

Much more loblolly pine is used in Indiana than the tables in this bulletin show, because it is usually marketed under the commercial name "shortleaf pine," which has been discussed previously. One industry reported a quantity of yellow pine from Texas at so low a price that made it appear to be loblolly and therefore that quantity is so shown here.

Loblolly is the most rapid grower of all the southern vellow pines. Its range lies in the south Atlantic and Gulf states from New Jersey to Texas. It extends inland a few hundred miles in places, reaching eastern West Virginia, southern Tennessee, Arkansas, and Oklahoma. In the subdivision of the yellow pines, it is classed with the shortleaf group, but its needles are longer than those of the common shortleaf pine (Pinus echinata). In yards and factories loblolly lumber is not easily distinguished from shortleaf, though it is usually of more rapid growth in the sapwood of large trees. Loblolly pine is prone to spread rapidly into vacant spaces, particularly if the ground is plowed or has been abandoned after long cultivation. This is the pine which has taken possession of so many abandoned plantations in tide water, Maryland, Virginia, and North Carolina, where saw timber is produced in forty or fifty years. The box industry in Indiana used all of the loblolly pine reported-400,000 feet -at an average cost of \$15, and no table is therefore necessary.

#### BLACK WILLOW

Black willow (Salix nigra) is the only willow reported by factories in Indiana. Black willow is one of the largest and most common of the score of willows in the United States. Trunks have been known to attain diameters exceeding four feet. The range extends from Nova Scotia to Florida and from the Atlantic to the Pacific. The wood is light in weight, tough, moderately strong, and extremely plain in appearance. Indiana uses 400,000 feet a year, none of which is state grown. The wood is the cheapest on the list of Indiana's factory woods, its cost being only \$10 a thousand feet. This is because the entire amount is used by excelsior manufacturers who purchase bolts at \$5 per cord. The only industry table in this bulletin listing willow is the miscellaneous table in which the manufacture of excelsior from several woods is included.

#### Stan 1 1

This is a fine western tree of the white pine group. The principal supply comes from California and the rest from Oregon. It is the largest pine of the United States. The wood of sugar pine is a little lighter in weight than northern white pine, likewise slightly weaker. Its grain is coarse and straight, and in appearance the wood when dressed ready for use is similar to northern white pine. The large, clean trunks produce a high percentage of first-grade lumber which is finding markets in many states east of the Rocky Mountains, even Michigan, the home of white pine, using more than 2,000,000 feet of sugar pine a year, and Ohio twice as much. Only the finest grades reach eastern markets, and the average price paid in Indiana is \$70.40. Manufacturers of sash, doors, blinds, and general millwork used 200,000 feet, costing \$68 per thousand feet, while 50,000 feet were used in making musical instruments, and piano keys and cost \$80 per thousand feet.

#### WESTERN RED CEDAR

This is a Pacific coast species. It ranges from Alaska to California, and extends eastward to Montana and Idaho. It is the largest cedar of the United States. Trunks six feet in diameter are not unusual and some are much larger. The tree is at its best in the moist climate of the northern coast where rainfall is heavy and the summer heat is not excessive. Except in size, the tree bears much resemblance to the northern white cedar, or arborvitæ, of the Lake states and farther east, but the western tree's wood is red. A common name for it is shingle cedar. More shingles are made of it than of any other wood of this country. The shingles are shipped to every important market of the United States. The wood is durable.

If western red cedar shingles sold in Indiana were taken into consideration, the total of this wood used in the state would appear much greater. Two hundred and forty thousand feet and at \$28 per thousand feet were made into planing mill products, and 5,000 feet at \$21 into sash, doors, blinds, and general millwork. Frames for doors and windows probably constitute the largest demand upon it. It is liked particularly for window and door sills which are exposed to the weather and for siding. It is not only handsome in appearance, but lasts a long time. It is light and is not strong. The average price in the state is low, considering the long haul from the Pacific coast.

(To be continued)

#### The Charter Oak Was a White Oak

There has long been somewhat of a dispute regarding the species of oak which sheltered Connecticut's charter at a very critical period of our Colonial history. The tree was old and hollow on that memorable night of October 31, 1687, but it stood until blown down by a furious storm in 1854.

There are a number of oak trees in New England which are reputed to be direct descendants from the Charter Oak, but curiously enough some of them are red oaks and some white oaks. In Putnam park in Connecticut is a white oak which to all appearances is not over twenty-five or thirty years old but it is labeled a "chip of the old block" and claimed to be from a Charter Oak acorn. Probably the wood of no other tree has been so eagerly sought after as that of the Charter Oak and, if rumor is to be credited, there is enough so-called Charter Oak material to make half a dozen sturdy oaks as large as the original. It is evident that there has been a bit of faking somewhere.

It has been pretty generally agreed that the Charter Oak was a white oak, but it appears that no one realized that the matter could be definitely settled by an examination of an authentic piece of the wood. Such specimens have been preserved in the State Library Building at Hartford, and a recent inspection of them by a wood technologist showed that there was no longer any reason to question that the Charter Oak was a true white oak (Quercus alba). The features distinguishing the two groups of oaks are so distinct and reliable that to the careful observer with a good hand lens no cause for uncertainty exists. (See Hardwood Record, Dec. 25, 1914, Page 23).



# Interesting Traffic Developments



points to Michigan points and from Motigan points to points without taking the same rates. Respondents were required to existed the schedules under suspension, but permission was given to establish to Tole to the rates approved in the report

The conclusions of Cheurman McClord, who wrote the opinion, are

- To the control of the

3. From Saginaw vally points to Telede and point taking the same lates prior to the suspen ion, 8 cents per 100 pounds. As rates from points north of the Saginaw valley points are based on arbitraries over Bay City, we shall expect the respondents, if they establish the rates from Sagmax valley points berein approved, to maintain the same relahas heretofore existed.

4 From Cheboygan and points taking same rates, from Alpena and points taking same rates, the respondents may establish to Toledo, only, the instruction of the second of the second of the second of the supersistent 2, here under suspension

published in the schedules under suspension, the respondents will be expected to restore rates not in excess of these authorized by our decision in the Five Per Cent case, supra.

A pression favoring to conserve, the Harrison Harrison Lamber Company of Care Green Medical Control own mats ease against the Proceediness. The common of the central mapping portional rate of 7 cents per larger to the composition tion of lumber and lumber products in carloads from Morehouse, Mo., to Thebes, Ill., destined to points in Central Freight Association, trunk line and other territories, was unreasonable to the extent that it exceeded 5.5 cents per 100 pounds, prescribed as a reasonable maximum proportional rate for the future.

In the case of C. C. Mengel & Bro. Company against the Baltimore & Ohio, with regard to the rate on Spanish cedar logs from Louisville. to Philadelphia, the commission ruled that a rate to exceed twenty three cents was unreasonable. The Mengel company had complained of the application of a twenty eight cent rate.

Two companies by the Poster Land Control of Karaka Care were dismissed in recent decisions. Each case was brought against the Gulf, Colorado & Santa Fe railroad and alleged improper assess ment of demurrage.

The Louisville & Nashville lost another reconsignment case when the commission handed down its decision in the case brought by the American Lumber and Manufacturing Company. The reconsignments that had been denied cars of lumber shipped by the American Lumber and Manufacturing Company, should have been allowed the commission found.

1 . . . M the second of th of onk and pople logs from New Empare, Kv., to Evansville. The commission to a 121 at the of eggs collected were unreasonable and awarded rejections.

111 - 111 Terry Ruckford and Union City, Ohio, was sustained in an opinion in the case of the Union Hoop and Lumber Company versus the Big Pour.

The Yazor & Mississippi Valley Railroad was ordered to pay reparation to the Ozark Cooperage and Lumber Company, for misthe Royle, Miss to Ash Grove, Mo

The Control of the Control of Control and to establish its allegations of angensonable rates on certain shipments made over the Mobile & Ohio Subject.

Hearings have been assigned as follows:

Note that the second of the se pany v. Molale & Onio

A some the grade to thatter

Nov. 24, St. Louis, Pharmaner Waters; Julius Slidell Lumber Company v. M. G. C. 12

November 24, Merianin Miss., Examiner Worthington; Meeds Lumber Company v. Alabama Central (two cases)

San a We Hangton, American Crossib Works v. Himors Central - Lucas E. Moore Stave Company v. Morgan's Louisiata & L. - R. (2) d. (d. 8) am. (p. Company November (6) Moore - Ly (not G. 26). (J. V. Stimson Lumber Com-

pany v. Chicago, Rock Island & Pacific. Carrier Lumber and Manufac turing Company v. Ellinois Ceatral. Tallahatchle Lumber Company v. Yazoo & Missessippi Valley

November 30 Alexandria, La., Examiner Worthington; Ferd Brenner Lumber Company v. Mergan's Louisiana & Texas Railroad and Steamship

November 30, Memples, Examiner Graham; L & S. 701. Built-up wood to no Mono

December 6, Beaument Examiner Worthington; Luther & Moore Lumber Company v. Texukana & Pt. Smith.

December 7, Chicago, Evaminer J. Edgar Smith; Buguad Lumber Company v. Louisville & Nashville (two cases),

The case of the Bedna Young Lumber Company v. the Illinois Central, assigned for Jackson, Tenn., December 1, was cancelled.

Representative the control of the commission in the following

H. B. Walte Lumber Company versus the Chicago, Rock Island & Pacific; R. C. McNutt Hardwood Company v. Southern Rallway; St. Johns Lumber Company v. Oregon Short Line; Babcock Lumber Company v. Norfolk Southern; Kentucky Lumber Company v. Yazoo & Mississippi Valley; Westminster Mill Company v. Chicago, Burlington & Quincy; Prendergast Company v. Louisville & Nashville; W. J. Foye v. Fernwood & Gulf; Twin City Hardwood Lumber Company v. Great Northern; Gulf Lumber Company v. Lake Charles & Northern; Argenta Shingle Creosoting Company v. St. Louis, Iron Mountain & Southern; Fullerton the theory Control Railway of Arkansas;

Many a condition guarant to might advertise itself quite extensively by making a display of as much as is practical of its product in show windows, and at the same time add to the attractiveness of the factory itself.

The cost of tying up a single bundle of flooring is very insignificant, but in the mills where enormous quantities of flooring and cooling are jet up, the cost of tying is quite an important item, no matter whether twine or wire is used. Incidentally it may be remarked that there is a disposition to use much more wire than formerly.



# Pertinent Legal Findings



Queries on questions arising on any points involving the law as it is applied to lumbering and allied industries will be given proper expert attention through this department if submitted to Handwood Record. There will be no charge for such service, but Handwood Record reserves the right to publish questions and answers without designating names or location of inquiries unless specifically requested not do do so.

#### Extent of "Sawmill" Liens

A law in force in Georgia provides that "all persons furnishing sawmills with timber, logs, provisions, or any other thing necessary to carry on the work of sawmills shall have liens on said mills and their products." Applying this statute, under the well settled rule that statutes purporting to give liens must be strictly interpreted, the Georgia court of appeals decided in the recent case of Joseph Hull & Co. vs. Anderson Lumber Company, 86 Southeastern Reporter, 257, that no lien is allowed on any property by the law excepting "sawmills and their products." The court holds that mules used in carrying on a sawmill business cannot be regarded as a part of the mills under the lien law. The opinion says: "The word sawmill does not include any detached personalty, such as vehicles, draft animals, etc."

#### Responsibility for Injury to Driver

A lumber company which failed to equip a two-wheeled lumber truck with a brake is liable for injury to the driver, resulting from the truck swinging around as he was driving it down an incline, due to heaviness of the load and fractiousness of the team furnished him. The case falls within the Oregon statute which requires employers to adopt proper measures for the safety of their employes. (Oregon supreme court, Davis vs. Carlton Lumber Company, 151 Pacific Reporter, 650.) In another suit against the same company, defendant was held liable for injury to another driver who was struck by an overhead mono-rail transfer while driving along a dock and while his attention was diverted. Liability in this case was predicated on maintenance of the overhead obstruction too close to the roadway and failure to equip the wagon with a brake and the harness of the horses with breeching. (151 Pacific Reporter, 652.)

#### Demurrage Under Water Shipment

Two points which are apt to arise under almost any charter of a vessel to transport lumber were involved in the case of Wallace vs. Cargo of 292,000 feet of pine boards, 224 Federal Reporter, 994, passed upon by United States District Court in New York.

The charter provided a fixed amount as compensation for carrying the cargo and also \$30 per day for "detention" of the vessel. After unloading was completed, bill for "water freight" was presented to the consignee, who subsequently issued a check for the amount, with an indorsement on the back, "in full for all freight." The court holds that, although ordinarily charges for both hire and demurrage would be presumed to be included by the term "freight," a receipt for "freight" charges does not prevent subsequent claim for demurrage, when, as in this case, the circumstances indicate an intention of the parties to draw a distinction.

Speaking of the time for unloading before demurrage accrued, the court said:

The parties having made a definite charter, and having left out of consideration any rules prevailing in the harbor of New York (the destination), and each party standing strictly upon the charter, it must be assumed that, if the vessel was ready for discharge at 1 o'clock p. m. upon the day after her arrival and reporting, the time would begin at that hour on November 11, and the testimony indicates that delivery did begin at that time. The language of the charter party is that lay days are to commence from the time the vessel is ready to discharge cargo, and that cargo is to be received at the rate of 35 M per day in New York. Under the laws governing the interpretation of contracts, as well as the statutory regulation of conduct, the absence of any exception or provision for work caused by necessity would lead us to assume that the statute of the state, treating Sunday as a day not to be devoted to work, would be considered implied, even in a contract as strict as the one in question. Therefore the first Sunday, or the Sunday within the lay days, must be excluded. The time lost upon a rainy day would, however, come within a period which was being estimated from the rate of discharge at the rate of "35 M per day." The fraction left by dividing 292,391 feet by "35 M" is substantially near enough to 81/2 to give the consignee at the charter rate of discharge until the evening of Friday, November 20. Detention for which demurrage is to be given is to be measured by time, rather than working days; hence the libelant is entitled to collect from Friday evening until Monday evening, or three days.

#### Federal Taxes Against Lumber Companies

An incorporated lumber manufacturing company, in making a return of its assets under the federal corporation tax law, was entitled to deduct from its gross receipts, as capital assets, the market value of the standing timber from which was manufactured the lumber sold during the year for which the return was made, computed as of the time the tax law took effect, although the timber was bought several years before and had since been carried on the company's books at its actual cost. The company was also entitled to deduct the proceeds of lands sold during the year up to the value of the lands at the time the law took effect. (United States district court, western district of Michigan; Mitchell Brothers Company vs. Doyle; 225 Federal Reporter, 437.)

In this suit plaintiff was permitted to recover taxes paid under protest. Plaintiff claimed that its standing timber and other property were capital assets, and that the portion of the proceeds derived from cutting, manufacturing and selling such timber, measured by the actual stumpage value, did not constitute income, and therefore should be deducted. The commissioner of internal revenue conceded the right to deduct the original cost of the timber, but denied the right to make any deduction on account of increase in value. The Attorney General denied the right to make any deduction, contending that all the proceeds of the manufactured lumber were taxable. As above indicated, the court took a still different view, which commends itself as being fair, by holding that the taxable proceeds should be computed by deducting the market value of the timber from which the lumber was cut as of the time when the tax law took effect.

#### Liability for Delaying Lumber

Even though a contract to sell and deliver lumber at a distant point makes time for delivery a special consideration, the seller will be excused for delay in delivery if the buyer's order was accepted on an express understanding that "all agreements are contingent upon strikes, accidents, delays or carriers and other delays beyond our control." (Massachusetts supreme judicial court, Durden-Coleman Lumber Company vs. William H. Wood Lumber Company, 109 Northeastern Reporter, 648.) In this case plaintiff's delay in delivery was excused on the ground that it had taken every reasonable precaution to expedite delivery, but that stormy weather prevented prompt hauling of logs to some of the mills and loading of the lumber, and that further delay was occasioned by failure of a railroad company to promptly provide cars.

It is further decided that even if plaintiff had inexcusably delayed delivery of the lumber, defendant could not have offset against the price damages based upon loss sustained on account of the delay by a third party to whom the lumber was resold by defendant, in the absence of any showing that defendant had paid the amount of such damages or been sued on account of them.

#### Extension of Time for Cutting Timber

Since it is the policy of the law to avoid forfeiture of contract rights unless plainly required by existing circumstances, the North Carolina supreme court decides that under a sale of standing timber with privilege in the buyer to remove the same within a period of ten years, subject to an option in him to an extension of the time from year to year for five more years, on notice and payment of \$25 annually, where the time was duly extended for four years, the seller could not forfeit the right to the fifth year extension because there was a delay of four days in paying the last \$25, especially where notice was given at the end of the ten years that the option for the five years would be exercised and the full \$125 was then tendered, it being at that time refused on the ground that the option could be exercised from year to year only. (Bangert vs. John L. Roper Lumber Company, 86 Southeastern Reporter, 516.)

# The Lumberman's Round Table



Can the Price Be 1 Hb, h.

to come along and offer the same stock at a lower price, but one that we would have been glad to sell at, the Luyer would probably take it, and likewise tell us not to ship. It's good business to get profitable prices for lumber, but it's dangerous to get more than the stock is worth."

the experiences of most lumbermen during the past few years, the attitude of the boss was really remarkable. On the other hand, there is certainly some logic in his contention that the best way to protect an order is to give the customer good value.

#### Availability of Logs

Many trees which were too far from the railroad, or were considered in a label for effect of the professional ground bow hong marketed and handled at a profit to the owner of the timber or the lumber manufacturer.

It is not necessarily because transportation conditions are any better, though of course improvement in this respect makes it frequently possible to reach timber that could not be handled before, but it is because market values of timber have risen in the meantime that it becomes practicable to undertake a difficult logging operation.

Logs worth \$15 per thousand will obviously stand less handling expense than those that are worth \$30. The timber buyer who speedily "passed up" the timber when it was cheap—and cheap because it was plentiful in more accessible regions—now studies the situation carefully before he abandons the stuff as not worth the cost of moving to the mill or railroad.

An old-time lumberman told recently of a trip he had made into eastern Kentucky ten or twelve years ago after poplar, only to find that the timber he wanted to look at was too far from the railroad, and would cost too much to move. The same timber is now being "snaked out" by means of an overhead conveyor, and hauled with almost as much expense as would originally have been required. The answer is that poplar is worth a good deal more now than it was then, and consequently can absorb much more expense in handling than could possibly have been done when the tract was first cruised.

#### Contracting for Lumber Deliveries

As has been pointed out heretofore in connection with contracts for lumber, the desirability of the contract depends altogether upon market conditions; and, in fact, the validity of the contract, as a practical working proposition, depends on that factor, for the most part.

A year ago lumber consumers as a rule refused to contract, because they saw that values had been hit by the war and that it would probably be more profitable to buy a car at a time in order to get low prices. Now, with quotations steadily ascending, many lumber buyers would gladly make contracts with manufacturers covering their requirements during the next twelve months.

The chances are that a contract entered into now by a lumberman would hold good, and that he would be permitted to ship every foot called for in the document, because the probabilities favor a strong if not rising market during most of 1916. But what would happen to the contract if the market happened to decline?

Some consumers, it is true, would take the lumber and pocket whatever loss was involved. A good many others would take just as little as necessary, and would buy where the buying was good. On this basis it looks as if the buyer who contracts for his lumber is playing

control of the goes down he can forget all about his contract,

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#### The Circular Mill

While band sawn lumber is standard, and has many advantages with which everylody is familiar, largely in connection with uniformity and reduction of waste in saw kerf, lots of circular mills are still running out in the country, and lots of consumers are using lumber mode in such mills.

Wholesalers who handle circular stock believe that there are advantages in it, not only to themselves, but to buyers. One hardwood man who moves several million feet a year, most of which is manufactured at circular mills, pointed out recently that measurements are usually more literal in connection with lumber of that kind, and that allowances are more often made for waste in cutting and trimming than is necessary in connection with band-sawn stock.

"No matter how well made a board may be," he went on, "the chances are that when it gets to the mill or factory, a couple of inches at each end must be trimmed off to get a clean, sound surface, and to take care of weather stains, checks, cracks, etc. If the board was accurately cut and measured in the first place, this means net loss to the consumer. On the other hand, the circular mill man does not trim his boards to length carefully, and gives the benefit of extra inches to the consumer. This permits the latter to do all the trimming necessary without actually suffering a net shrinkage in usable stock"

The wholesale yard which is handling circular-sawn lumber is doubtless able to find other talking-points in favor of this kind of stock; and this very fact suggests that it is a good plan not to combine both sorts, which would create a hybrid condition, but handle either one sort or the other exclusively, so that it will run uniform as to character.

#### Suggestions from Employes

A leading woodworker recently published a booklet on "Safety First," in which not only were suggestions given for accident prevention, but the co-operation of employes was invited along other lines. One of the features was that employes endeavor to make suggestions to the company for betterments in every direction, and that cash awards would be made for those which proved usable. The idea is so good that it might well be taken up by lumber manufacturers and those in allied lines. The announcement of the concern referred to was as follows:

"All our employes are invited to be on the lookout for anything concerning the welfare of this company and its employes, and are requested to make suggestions whenever they have anything to offer.

"Cash awards will be paid to workmen and all other employes in all departments of the business who send in suggestions of value to the company.

"We invite suggestions relating to the improvement of our goods or materials, or methods of making or handling same, the stopping of leaks, waste or damage of any kind, for the improvement of our service or for the welfare of our employes.

"Every employe should keep this offer in mind and not hesitate to express himself on anything done or that might be done to bring about an improvement in connection with this business.

"Write out your suggestions briefly, sign your name, address envelope to superintendent, and hand same to timekeeper.

"All communications will be treated as confidential, and personal interviews will be granted upon request of any who wish to make their suggestions in person."



# The Export Situation



The unsatisfactory state of the expert trade is strikingly snown in a statement sent out in the last week to the members of the National Lumber Exporters' Association by Secretary J. McD. Price, of Baltimore. This statement is made up of quotations from some of the British trade journals and reports from Frank Tiffany, foreign representative of the organization, with headquarters at Liverpool. It sets forth impressively the difficulties with which the exporters as well as the buyers on the other side have to contend. The buyers have had thrust upon them grave hardships because of conditions for which they are not in the least responsible and which they have no power to remedy. Because the British government has taken possession of most of the motor trucks and other vehicular facilities of the United Kingdom, it is almost impossible at times to have goods removed from vessels to yards or other places of storage. The arrivals are consequently piled up on the docks. But this entails heavy penalties from the Mersey Docks and Harbor Board at Liverpool, and makes it wellnigh impossible to do business. The existing state of affairs is severely criticised by the British trade journals, but so far without result.

Importers and merchants in Liverpool are suffering seriously from the shortage of traction from the docks.

The Mersey Docks and Harbor Board inflicted fines amounting to eighty thousand pounds during one week recently on firms who had failed to clear goods from the quay within seventy-two hours of the last package being landed, as is required by the regulations.

One wharf alone is blocked by 40,000 bales of wool, which have been lying there seven weeks, and incurring fines all the time.

How heavily this sort of thing weighs on individual firms may be gathered from the fact that two houses alone have had to pay fines of one thousand pounds each recently.

The scarcity of carts and motor-lorries, which have been commandeered by the government in large numbers, is largely responsible for this congestion, but the virtual closing of the east coast ports and the restricted use of Plymouth and Southampton are also factors in the situation.

Nor is the position eased by the fact that naval and military authorities are to all intents and purposes administering the ports, and ordering ships due to discharge at Liverpool to discharge at Birkenhead. This, as may be imagined, leads occasionally to a chaotic condition of affairs.

In addition to this Mr. Tiffany writes:

At various times I have placed before you what I believed to be the sallent issues, but this morning I am in receipt of a letter from some importers, who are located at an outport, and for their supplies are dependent upon the coastwise service. The letter referred to gives a most striking sidelight as to the situation in Liverpool. It reads:

We are now shipping to Glasgow rather than to Liverpool; Liverpool is hopeless: Penalty rent starts immediately the goods are landed. Cartage agents are full, railroads full up, coastwise boats have more than they can take; every place congested.

The Mersey Docks and Harbor Board are blood-suckers; we had to store in Liverpool three carloads (although we wanted them coastwise very badly) because they were put on penalty rent as soon as discharged. In addition I hear there is a similar block with the Belfast boats.

The position in Liverpool, Mr. Price says, is very acute and although the Mersey Docks and Harbor Board put goods on penalty, it is not always possible for the owners to be able to cart the lumber away as labor is so scarce, but apart from this the cost of storing involves at least an initial outlay of three-pence per cubic foot on the c. i. f. value, so that in itself is a serious toll on consignment parcels, and for which the consignors alone are responsible; they must either pay or it must come off the value; in either case they stand the loss.

Mr. Tiffany quotes a letter to the Journal of Commerce as follows: Surely it is time that a strong protest be proclaimed against the very highhanded policy of the dock board in demanding the extraordinary and cruelly oppressive charges under cover of "penalty rent" on the large blocks of merchandise arriving in the port during many months back.

The sums demanded are extortionate to the last degree, and there does not seem to be any common sense in punishing so severely the importers. who are quite helpless in the circumstances. It may be that an abatement is given as an act of grace, but meantime importers are out very huge sums. the use of which the dock board has for nothing, and this when money is so very dear.

I know that it is impossible to find carters and the necessary help to remove the goods from the quay, and the dock board is quite aware of this, yet the public seems to quietly submit to the high-handed demands for penalty rent, and it is quite time it was put to a stop.

Warehouse accommodation is taxed to the utmost and railroad facilities

are much curtailed, yet in the face of all this the helpless importer is penalized while the board knows perfectly well that the delays in removing from the docks are beyond the control of the importer.

There is much more of the same purport, all showing impressively how official callousness and disregard of circumstances have worked to impose the heaviest handicaps upon business. In addition, as stated from time to time, the American exporters of lumber face the problem of being unable to get tonnage at all or having to pay practically prohibitive ocean freight rates. The formation by some of the Memphis and other shippers of a company to inaugurate an ocean freight service is an attempt to escape from the position of complete dependence upon the steamship companies and to provide more adequate shipping facilities. How serious this situation is was illustrated in Baltimore last week by a visit of the representative of some English steamship people, who had an unlimited commission to contract for the construction of steamers with American yards, the British builders being too busy with government work. He found it impossible to place contracts, however, the American yards having all the work they could handle. He also made an effort to purchase some of the German ships interned at different American ports. but was informed that they were not for sale.

#### Exports of Forest Products

The exports of forest products from the United States for August of this year, and figures by which comparisons may be made with exports for August of last year, are given below:

		Aug. 1914. A	tug. 1910.
Round logs	 	\$ 83,151 \$	119,640
Square logs	 	305,982	318,211
Lumber	 	2.452.429	3,372,733
Railroad ties	 	237,671	232,153
Shingles	 	2,716	8,023
Box shooks	 		141,678
Barrel shooks	 	104.131	199,241
Staves			381,703
Heading	 	14.394	21,989
Sash, doors, blinds	 	85,798	34.999
Furniture	 	250,818	233,674
Empty barrels	 		31.134
Incubators	 	5,293	6.579
Housefurnishings	 	27,600	29,421
Woodenware	 		61.732
Pulp		22.806	61,363
All other	 	445,094	833.313
		,	000,020
Total	 		6,067,586

#### Cutting Dimension at the Sawmill

There is a chance for the ambitious machine man who has the right knack as well as the proper training to develop himself into a business man by getting in line with the present disposition to manufacture dimension stock at the mills. It is surprising what headway the making of such stock has gained. One planing mill, for example, has quite a job making certain patented hot-house sash. This stock is made from cypress, and it would be natural to presume that rough cypress lumber is bought in random widths and lengths and thicknesses to correspond to the needs and is then ripped and worked at the mills. This is not the case. The cypress is ripped and cut to specific dimensions at the sawmills where the lumber is made. It is a fine idea, too, because it facilitates drying, enables the sawmill to work up its material to better advantage, get clear stock in small dimensions, trim out the defects and leave the waste at the mill instead of paying freight on it. It is an idea that is being carried into the regular sash and door work, as well as many furniture factories, and it is bound to be enlarged right along. Eventually there will be connected with almost every saw and planing mill something in the way of dimension stock equipment. An ideal plan for operating them is to make them separate institutions and put them on a profit-sharing basis. It furnishes a good opportunity for the machine man who has an ambition and a knack for handling the details of this kind of business, to get into the game and go into a partnership business with some sawmill man, and thus become a man of business as well as a machine operator.



# Conditions in Casehardened Wood



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When the the say is the Later's and the transfer of the Later's and the Later's and the Later's and the Later's and the transfer of careful cases and the later's and the later and cause of the defect was to an experience of the community of the

project or contitue on the first of some service not only in solving the larch problem, but also to the solution of drying problems in general. In an attempt to determine the contitions existing the contiened wood, a series of specific expewere performed at the Porce Process In the Land oratory, whose results, together sure and Inneous massingations and observation on the while studying problems of kiln drying various species of wood, brought facts to light which make necessary certain modifications of the popular conception of the nature and cause of casehardening in wood. As we often receive samples of wood in some one of the various stages of casehardening, accompanied by inquiries concerning the nature, cause, and prevention of the defect, from people who dry or manufacture lumber, we shall first define the term casehardening by discussing the manifestations which should render its presence strikingly obvious to the operator.

VISIBLE MANIFESTATIONS OF CASEHARDENING

A tendency to caseharden invariably results from too rapid surface drying. This condition may or may not be evidenced by the

appearance of surface checks during the first part of the drying process. If this tendency persists to the end of the drying period, its presence may be indicated still more conclusively by the formation of interior checks commonly termed honeycombing or hollow-horning.

If surface checking and honeycombing occur during the drying process, resawed material may not cup on the saw. Under similar conditions boards may be surfaced on one side with no resultant warp-

ring. So a control of the control of the conscious element, when the distance of the control of

Certain and the expression western red cedar, usually show casehardening not by surface checks or honeycombing, but by not sing the transfer of the most are from the center of the wood through casehardened surface. This bottled up condition

of the water within the wood probably accommon is, to a certain degree, casehardening in all species although its presence is usually more marked in certain woods.

When easehardened lumber is thoroughly dried without checking and honeycombing, it cups on the saw when resawed and warps note or less when surfaced on one side. Plate II illustrates these conditions. It is a matter of common knowledge that casehardened wood is very hard as compared to properly seasoned stock. This explains why knife and saw trouble is often experienced in working casehardened material. As the average kilndried hardwood lumber is more or less casehardened, the popular prejudice against kilndried stock is readily accounted for. Certain of the more progressive operators are adopting better kilns and methods of drying so that in the future we may expect this discrimination to diminish.

Whether casehardening results in surface checking and honeycombing or in warping on the resaw and planer, the loss of material is usually great. Aside from the actual loss of stock, perhaps the next greatest defect of case-

hardened lumber is its unreliable action after it is manufactured and in order to prevent the occurrence of these defects it is necessary that the crossing factors be known.

MANIEEST CONDITIONS EXISTING IN CASEHARDENED WOOD

Some of the conditions existing in casehardened wood are obviousand have been acknowledged and successfully avoided in properly operated kilns. The conditions manifest themselves simply and forcibly either by surface checking and honeycombing, or by cupping

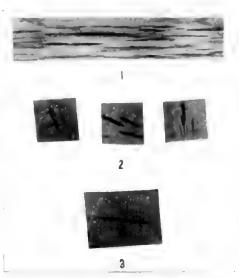


PLATE I SURFACE CHECKED AND HONEYCOMBED OAK.

1 Surface checked during air drying 2

Honeycombed during air drying; 3 Honeycombed during kiln-drying.

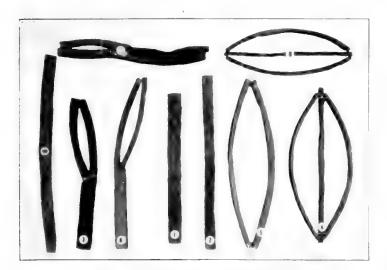
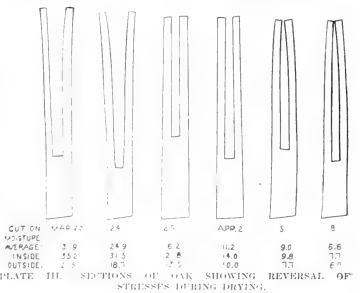


PLATE H. WESTERN LARCH CASHHARDENED 12 Original Sections: 3.8 Reserved Sections 20 One Side Surfaced.



on the resaw. It is quite generally understood that wood as so not commence to shrink until it has dried to the fiber saturation point which corresponds to a moisture content of about 25 to 30 per cent of the dry wood weight. Some species as encalyptus globulus and willow oak commence to shrink almost as soon as they begin to dry, however. The cell walls of the conifers and hardwoods become saturated when the moisture contents reach 25 and 30 per cent respectively of the dry wood weight so that the moisture removed above these points must be "free water" from the cell cavities. In view of these facts the reason why no shrinkage can occur during the period of "free water" removal is evident. As has been previously stated, the tendency to caseharden invariably results from too rapid surface drying. If the humidity and circulation of the air surrounding the lumber are such that the moisture is evaporated from the surface more rapidly than it naturally transfuses from the center, the surface fibers dry to the fiber saturation point first and therefore, tend to shrink, unsuccessfully attempting to compress the center

fibers which are still above the fiber saturation point. In order to bring compression stresses to bear on the moist inner fibers, simultaneous tension stresses must occur in the shrinking surface fibers. If this surface tension becomes great enough and the wood is not plastic the outer cells are torn apart, forming the surface checks already mentioned. In case the surface tension is not relieved by surface checking at this stage of the drying process, the surface fibers are not permitted to shrink normally, with the result that the ultimate shrinkage of the surface of the wood is less than normal. Another way of

PLATE IV. SECTIONS OF WESTERN LARCH SHOWING THE EFFECT OF THE METHOD OF DRYING ON THE SHRINKAGE. FROM LEFT TO RIGHT IN EACH GROUP THE SECTIONS ARE

PLATE IV. SECTIONS OF WESTERN LARCH SHOWING THE EFFECT OF THE METHOD OF DRYING ON THE SHRINKAGE. FROM LEFT TO RIGHT IN EACH GROUP THE SECTIONS ARE KILN-DRIED, OVEN-DRIED AND GREEN. THE ILLUSTRATION FURNISHES A PLAIN PICTURE OF THE RESULTS ATTAINED BY THE METHODS OF HANDLING THE WOOD.

expressing this fact is that the surface of the wood "sets" in an expanded condition. As the inner fibers dry past the fiber-saturation point, they in turn tend to shrink. They, therefore, tend to pull away from the "set" surface fibers, exactly reversing the conditions of stress in the wood. At this stage in the process of seasoning, the center fibers are in tension thereby forcing the surface fibers to undergo compression. This explains why so many surface checks close up as the drying progresses. If the internal tension stresses become great enough, the inner fibers tear themselves away from the outer fibers, forming the oval-shaped interior checks already referred to as honeycombing or hollowhorning. These checks, of course, relieve both the internal tension stresses and the external compression stresses to a greater or less degree. With this in mind, it is quite clear that surface checked and honeycombed wood may not necessarily be badly casehardened when dry. It is equally evident, however, that casehardening was the direct cause of these defects. In many instances the stresses are not entirely relieved by surface checking and honeycombing, allowing a part or all of stresses to persist to the close of the seasoning period. If material in this condition is resawed, it always cups on the saw, the freshly cut sides being concave. No loss is experienced, however, if the boards are not resawed or surfaced.

It is a fact that if a partially dried board is resawed just after the outside has begun to shrink and is in tension, the inside being still above the fiber-saturation point and in compression, the halves will be convex toward the saw. At first glance this would appear to indicate the reverse of casehardening. If the halves are allowed to continue drying, however, they rapidly straighten out flat and finally cup to an excessive degree concave on the resawed surfaces. Plate III illustrates this reversal of stresses during the drying. It follows necessarily that the amount of cupping of resawed stock depends to a marked extent on the amount and distribution of moisture in the material at the time it is resawed. Casehardening or cupping after resawing, which is due to unequal moisture distribution, and that partially or altogether disappears if the stock is allowed to come to normal moisture equilibrium, we shall call "temporary casehardening" due to moisture conditions. The cupping on the saw which occurs when thoroughly kiln-dried (uniform moisture distribution) stock is resawed, let us term "permanent

c as e h ard ening" caused by a difference in the condition of stress.

The object here is to distinguish between the "temporary" and "permanent" forms of casehardening.

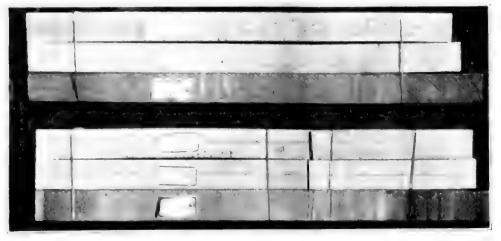
So far we have dealt only with those phases of the subject which are more or less manifest. Let us turn now to a discussion of the underlying causes of the various conditions which exist in casehardened wood in the light of facts brought forward during the recent experiments to determine the cause of the casehardening of western larch, and see some of the results brought about by the experiments performed.

performe Some Experiments and Their Results

A very simple experiment was performed to determine the effect of the method of drying on the shrinkage of wood. Three adjacent sections were cut from several green western larch boards. One was placed in water to retain the green dimension, the second was dried slowly in the dry kiln, and finally oven dried, and the third was dried very rapidly in the oven. Plates IV and V show the results of this test. Without exception the sections dried slowly in the warm, moist kiln air shrank much more than those dried rapidly in the hot, dry oven air. The general conclusion arrived at was that the faster wood is dried the less it shrinks and vice versa.

Sections were cut from several permanently casehardened larch boards. Quite severe inward cupping occurred on the resaw. When these resawed sections were placed in the drying oven, the prongs first curved outward quite unexpectedly to a very noticeable degree. Close observation showed that this outward cupping reached a maximum in a very short time, after which the prongs commenced to bend inward quite slowly, eventually curving inward slightly more than the original amount. Similarly, if one placed these sections in water the prongs curved inward at first but finally cupped outward again so that the ultimate amount of cupping was slightly reduced from

ner filers to moisture changes i. e., that the serface fibers i the serface fibers i



PRAIL V. SIG., ONS OF WISTERN FARCH SHOWING THE TELL CLOP THE METHOD OF DRAING ON THE SHRINKAGE. FROM TOP TO BOLLOM IN THEHER GROUP THE SECTIONS WELL-KIEN DRIFT OVEN DRIFT. AND GREEN

It develops \*\*\* . . fore, that cash c

ening is a condition resulting from a difference in stress within the wood. The factor giving rise to these unequal stresses is a difference in shrinkage of the outer and inner word oils. This why the center of a casebardene i board shrinks more than the outside involves two distinct factors, one a "plasticity" effect, the other, the influence of the drying method on the shrinkage of the outer and inner cells.

In the case of a board not resawed, the rapidly dried outer fibers either do not shrink as much normally or are not permitted to shrink while the inside of the board is still above the fiber-saturation point. When the center fibers begin to shrink slowly their "plasticity" materially decreases the ultimate difference in stress between the outer and inner fibers. The outer surfaces are said to "set" in an expanded condition, hence the term "casehardening." This "set" or expanded condition of the outer shell of wood is the resultant of the combined factors of rapid drying rate and plasticity of the hot surface wood which accommodates itself to the still moist center fibers which have not shrunken as yet. One factor aids the other in producing the "set" condition of the surface.

Now, if a board is resawed while hot and moist inside and dry and "set" outside, the inside slowly dried fibers shrink normally and hence much more than the outer surfaces. The cupping in this case is readily accounted for. Consider that this board is left to come to moisture equilibrium before resawing. As before, the outer rapidly dried fibers shrink less than the slowly dried center fibers because of the different drying rates and the effect of the inner fibers, which have not begun to shrink as yet, in frustrating the natural tendency of the outside plastic fibers to shrink. When the inner fibers do commence to shrink, however, the expanded outer shell tends to prevent them from doing so, or in other words, the "set" outer fibers are no longer plastic, so the stresses are reversed. Under these conditions the inner fibers must "set" in a more expanded condition than if the board were at once resawed, in which case the moist, plastic, inner fibers were not kept from shrinking by the "set" outer shell. In the light of these facts it is evident why the resultant difference in stress is greater when a board in which the moisture distribution is unequal is resawed while moist and het, then when allowed to come to noistage equilibrium and then

The degree of casehardening of the different species of wood under similar drying conditions depends undoubtedly on the ability of the outer and inner fibers to accommodate themselves to the different stresses created by the unequal shrinkages of the outer and inner fibers. Some of the hardwoods, especially oak, fail to accommodate themselves to these stresses which are very great, and become surface checked and honeycombed as a result. The fibers of other species are not ruptured by the stresses, which are comparatively small. In such cases no checking or honeycombing may occur although the difference in stress may persist to a marked degree.

These different stresses, which remain after the moisture has

to chad equinterium, and the cause of "permanent cause". The difference of moisture content between the outer and inner portions is frequently called caschardening but is only a temporary factor, have designated as "temporary case-hardening."

Thus at least four distinct factors underlie the conditions which exist in case-hardened wood. The first is unequal moisture distribution,

bringing into play the different stresses and resulting "setting" of the outer surface, accompanied by surface checking, followed by reversed stresses and internal tension, attended by honeycombing. This condition is more or less temporary. We shall give second place to the unequal shrinkage of the inner and outer fibers caused by the surface drying more rapidly than the center. This is clearly a permanent effect. Third in importance is the slight apparently permanent difference in hygroscopicity between the outer and inner fibers. Let us place the difference in sensitiveness to moisture changes be tween the outer and inner fibers fourth and last.

#### National Efficiency Productive

We have had the loss of power in friction figured out for us on pretty fine, hair splitting lines, and have had demonstrations of the wasted energy in a machine running empty, but have yet hardly touched the subject of the personal energy and motions wasted in handing machinery, and the material worked on the machines. We know that the secret of capacity in a sawmill is to keep the saw in the log as continuously as possible. Here is where we frequently have one of the plainest cases of wasted motion and energy.

A sawyer of the rambunctious kind will run his carriage back from two to four feet farther than is necessary, bring it to a sudden stop, and perhaps jerk it back a time or two, manoeuvering for position to turn his log. He works himself and the carriage men hard, and looks to be tearing the bone out of things, but often he makes less lumber than the quiet man who makes no unnecessary moves of either himself or the carriage, but stops easily at the right place every time, keeps the saw in the log, with but little lost time or motion, and doesn't seem to be rushing things at all.

In the planing mill and factory we have in different form some of the same waste of motion and energy. One man will make half a dozen different moves in picking up a board and putting it in a machine; another will have a truck containing his material so far from the work that he must take two or three useless steps each time he gets a fresh piece; another will get stock on the wrong side. And so it goes. All around we keep on wasting personal motion and energy, as well as let machines run idle and waste power.

There are what we call efficiency experts studying and pointing these things out now, and often reducing them to such hair splitting extremes that they become so aggravating as to interfere with their usefulness. That is what generally happens when the pencil experts get to work on an idea of this kind; they chase into so many nooks and corners, and pick up so many picayune points that they themselves often fall into the error which they are trying to correct. Yet, taken rationally, good work in efficiency can be done by making a study of the wasted energy of unnecessary motion. Study not only your own movements, but those of the stock you are handling. See how many of them are really productive of actual results, and how many are not.



# Wisconsin's Hat is in the Ring



Members of the Northern Hemlock and Hardwood Manufacturers' Association demonstrated beyond any doubt that they are going to be very much in the going as far as efforts to line up legitimate markets for their products are concerned.

At the quarterly meeting of the association, which was called to order on Tuesday, October 26, at the Hotel Pfister, Milwaukee, plans were presented and adopted for a campaign based on a minimum expenditure of \$22,500 a year for a period of five years for expanding markets for hemlock. Before the meeting was closed considerably in excess of this amount was signed up and the special publicity committee was charged with the task of selecting the proper plan and of collecting and properly distributing the funds subscribed.

Insofar as the market for hemlock is specifically a fertile field for the use of materials other than lumber, such, for instance, in the manufacture of silos and farm buildings, the efforts to increase the hemlock markets will fit in very nicely with the trade extension efforts of the National Lumber Manufacturers' Association. Otherwise the plan is, as are other plans advocating individual woods, an energetic effort to maintain for the wood in question its rightful market in the face of competition with other woods coming in from outside territory.

President R. B. Goodman of Goodman, Wis., was in the chair at the opening session, which convened at 10 o'clock. Secretary O. T. Swan of Oshkosh presented the first business in the form of his report. This was confined to a statement that the association work is rapidly broadening in scope and importance and that its financial affairs are in a satisfactory shape.

A. L. Osborne of Oshkosh, chairman of the bureau of transportation and legislation, before introducing the new traffic manager, F. M. Ducker, reviewed other work of the association particularly as referring to the reclassification hearing and the lumbermen's efforts in this direction brought to a head at Chicago at the recent conference.

#### Traffic Manager's Report

F. M. Ducker's report was limited naturally to the two month's period that has been covered since he was put in charge of this newly incorporated department. The first effort was the attempt to secure a tariff file which was successful to the extent that tariffs of carriers applying from that particular territory as well as tariffs of carriers whose lumber tonnage is competitive with the product of the association were secured. Similar tariffs will be available as soon as they are issued in future.

The bureau participated in other work in the sixty days including the traffic conference in Chicago on September 15 and the hearing in Oshkosh on October 21. There will also be a hearing on Interstate Commerce Commission docket No. 675, before the commission at Minneapolis, November 10. Other work covered the checking of rates for the purpose of bringing up to date the Western Rate Book, which is expected to be ready for distribution within the next sixty or ninety days. It is the plan of the bureau to supplement such rate books with corrections and additions which will be available from the railroads from time to time.

M. P. McCullough of Schofield, Wis., chairman of the bureau of advertising, described tests at the Forest Products Laboratory, Madison, Wis., on hemlock for the purpose of establishing definite data in the interests of that wood. It has been demonstrated the hemlock properly treated will outlast wire, glass or metal window trim when subjected to heat.

#### Discussion on Statistics

J. W. Kaye of Westboro, Wis., chairman of the bureau of statistics, sent in the following written report:

One of the main questions that have come before the bureau was that of the so-called Oshkosh resolution, whereby only those making reports to the secretary were to enjoy the benefits of all the reports sent in. This resolution certainly has been of much benefit in getting out the reports wanted, and since its taking effect our bulletin has been increased in size and is of

much better value. Some, however, have taken exception to this rule and possibly some modification should be made. It certainly is not asking much for our members to at least send a postal card each week to the secretary's office advising they have no report to make and thereby receive the benefits to be had. However, this matter should be up for discussion and those believing we should modify the rule should discuss the question thoroughly.

Another feature that has come to our attention is the cost of getting out the weekly bulletin. Since the Oshkosh meeting, on account of the resolution adopted at that time, our members have been sending in a large number of reports. To print and mail these is costing us considerably more money than the old bulletin containing a few reports. Some seem to think that some manner of condensing the reports could be made, thereby reducing the expense of publication and at the same time giving the membership practically the same information. Personally I would like to see the bulletin kept up, as it has been at least until our annual meeting, and while the expense is getting a little high I believe that this advertising we are doing among our own membership is as good as, and probably better than, putting the same amount into advertising to the trade. We want to know and should know how things are progressing among ourselves and this manner of informing ourselves seems to be good. However, this is a matter for the members of the association to decide and it should have thorough discussion.

In the discussion which followed it was decided that the present rules governing the distribution of bulletins will be followed but that the secretary will be allowed to use his discretion in sending out bulletins to members who make no report but give a satisfactory explanation of their failure to do so.

#### Report on Market Conditions

M. J. Quinlan of Soperton, Wis., chairman of the bureau of grades, took the chair for the discussion of market conditions.

#### BIRCH, ELM AND BASSWOOD

C. A. Goodman of Marinette, Wis., reported for birch, elm and basswood as follows:

	BIRCH		
Interior prices:	F A. S.	No. 1 Com.	No. 2 Com.
1 4		\$18.00	\$12.00
5 4	40,00	20,00	14.00
6 4 and 5'1	42 to 44	22 to 24	15 to 17

 $10\,\,^4$  very scarce and prices strong, sales having been made as high as \$50, \$38 and \$24 f. o. b. mill.

12/4 not plentiful, sales made at about \$48, \$36 and \$22.

16/4-some demand for stock to be cut to order, but none carried in stock and no sales reported.

Eastern Wisconsin and Bayshore prices are about \$2 a thousand feet higher on F. A. S. and No. 1 common than the above and about the same on No. 2 common. Both F. A. S. and No. 1 common should show a material improvement up to the first of the year, and after the first of the year it is quite probable that everything in dry birch will bring higher prices. There appears to be no great surplus of anything in birch now except 4/4 No. 2 common and some mills show a surplus of narrow No. 1 common. Birch is looking better than for some time and the tendency is for F. A. S. to advance.

No. 3 common birch is sold as low as \$11 Milwaukee, but this stock ought to be sold at not less than \$9 at the mills, for the reason in comparison with what other lumber is selling for it is worth \$13 delivered Milwaukee and Chicago, with prospect of a very good advance above that figure. There is quite a little demand for 5/4 at \$1 more than 4/4 and some demand for 6/4 and 8/4 at the same price as 5/4.

Differences in the quality of birch at different locations make it difficult to make a price on log run, but we should say that a fair quality of birch running 25 to 30 per cent F. A. S. should be worth from \$22 to \$24 for 4/4 and thicker log run f. o. b. mill to the wholesale trade and the same stock sorted up and shipped direct ought to net from \$25 to \$26.

#### ELM

Soft elm in 5/5 and thicker has become quite scarce and the preciss stronger. Sales of 8/4 soft elm have been made at interior points at \$38, \$28 and \$18: 5/4 and 6/4 at \$36, \$26 and \$18. There seems to be no surplus of anything in soft elm excepting 4/4 No. 1 and No. 2 common.

#### BASSWOOD

A good many inquiries for special widths and special lengths of basswood are circulating. These are difficult orders to fill and are worth a very large advance over ordinary widths and lengths.

Four-quarter No. 3 basswood has sold as low as \$13.50 to \$14 Milwaukee and Chicago, but prices now appear to be \$14.50 to \$15, which would be no less than \$12.50 f. o. b. mill; 5/4, 6/4 and 8/4 No. 3 basswood is selling at \$14 to \$15 f. o. b. mills, and should be worth \$16.

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Commence of the Commence of th the continue of all The salt to a field 1 11 1 title to the first terms of a At No. 2 Oak Affair

at the mount time and ar arteria i to to the most a contraction comerror to the state of the process of the transformation of the state o that it shape outs through Construction with the construction of the section o  $\sigma = (c_{i_1}, \ldots, c_{i_n})$ conditions c'anging in the East they will reflect on our own market,

The southern yellow pure situation has materially improved recently and we to t = t + t + t + s follow in this we have t = 82 + t obsaid better than t even dissipations z = 10 for the result in the tolerance bernet reasons. First, the mills of the South have a cepted orders for large quantities of and the for white a South the error strutton is becoming serious with them and they are having considerable trouble making prompt that are entirely shortings of early. Mind is not on the mills that has a following or say both site of a recomplete ground to resume operation at an early date and we have intermation in our possession which leads us to believe that the improvement referred to is permanent.

We are glad to tote discussion which has just taken place in regard to our weekly bulletin, its we believe this service is better and more reliable there, and to coarket conditions them could be a trained by the nearborship through any other channel. It certainly is preterable to receive this in formation each work, enabling us to know what the prevailing prices are, rather then by a report from your committee every three months.

Another situation that we think is going to improve the condition of hem ees is a subject that will be discussed a little later during this meeting. namely, the abolition of a resawed grade, which is "an unknown quality." Your president has asked me to suggest some remedy for this evil, or an affirmative petition, instead of calling attention to our misconduct in the past. We have no suggestion to make in this respect except to urge the adoption of the petition presented which will enable us to sell our inch

#### Min c 11(1)

F A H M ent to que, oak and ash; 1 or qu Section per contless on a 20 per cent more, and that the V., . Contract ago. No. 3. This shows an 1 1715 Lee est incover is 20 per cent has Conducte, No. 1, c.d. No. 2 common should and sec. to the date. This would indiente a strengtharms in value in these grades within that period and an 11 + 2 - 1 - 1 1 to addiction of however, there is add the same condition that CALL 154

It. in of the food witter recommends that the promotion to reas and r'alse to develop a market for this part of the We believe test considerable work could be done along this line, less. especially in developing a demand for ties, paying blocks, crossing plants, A lite the epoching amount of the No. 3.

Five quarter and thicker No. 1 common and better is very closely used up and indications are that at the present time an actual shortage has developed. Even the S. I, which was an oversupply during the entire year, 1 10 100

		11161	4	
	Tire of South			. \$30 00 to \$31 00
	No. 1 ( )			. 15 00 to 19 00
	$\sum_{i \in \mathcal{I}_{i}} (i)$			12 00 to 14 00
	No. 1 Company			. 7 00 to 8 00
	dition of the contract			, 5 00 to 9 00
5.4	and 6 I First and Seconds			. 32 00 to 33 00
	and to the history with			20 00 to 21 00
	and 6.4 No. 2 Common			11 00 to 15 00
	First and Sound			. 34 00 to 35 00
	No. 1 Common to the second of			. 24 90 to 25 00
- 1	No. 2 (1889) 669			, 16 00 to 17 00

Solic MAPLE

The denoind for soft maple is rather limited; likewise stocks are limited as the production is not heavy. The present indications are that No. 2 common and better would be worth from \$22 to \$24 at the mill. requirement. The even are engely for 5.4, 6.4 and 8.4. The No. 3 common world is worth as 6t 89.

The ash supply is very limited. The selling price, however, is largely controlled by what other woods will bring that are used for similar purnoses. The present selling price for ash is from \$30 to \$33 for No. 2 common and better on cars. Ash on grades is worth about \$44 for first and seconds (8.2) or No. 1 common, 820 for No. 2 and 812 for No. 3,

0.548

Red oak has become so scarce within our territory that it is rather difficult to obtain figures as to its input or price. On grades we should estimate it to be worth about \$45, \$28 and \$18, or No. 2 common and better 828 to \$30 and No. 1 cor non-812.

#### Trade Good Elsewhere

	DISTRICT No. 1					DISTR	ICT No	2	DISTRICT No. 3			_	DISTRICT No. 1			_	DISTRICT No. 5 TOTAL				
	Reports	Nerake	Lowert	Highest Wage	Reports	Verage Wage	I overt Wage	Highest	Reports	Virtuge Water	Loss of Wago	Highest Wage	Reports	We take Wake	Wagn	Highest Wage	Reports	Average	Lowest Wage	Highest Wage	Average Wage for All Districts
1. 1. 1	*			: :	~	* (	1 1 111	82.00		4 4 7 1	-	1	-	7 (1 % 4)	£0 00	% " <sub>1</sub> (14)	4	71.25	65.00	80.00	75.0
No. 11. Early and	7	* .	,	1	1	,	36.00	4, 0.7	- 4	35.0	30.00	52.00	5	4 0 1 4	35.00	1200	4	39 50	35.00	43.00	38.72
It It to the		4	4 .		1		52.00	200					1	50.00	50.00	50.00	3	55.67	47.00	70.00	49.65
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Manufacturers' Association, at this point told of the excellent conditions of stock in Michigan. These figures were covered in the last issue of HARDWOOD RECORD in the report of the Michigan Hardwood Manufacturers' Association meeting.

R. S. Kellogg, secretary of the National Lumber Manufacturers' Association, added a word of optimism that carried conviction.

Edward Hines of Chicago added some very interesting information on southern pine. There has been a remarkable improvement in demand for this wood in the last three or four weeks, which has been especially noted in points west of Pittsburgh. Mr. Hines said that the railroads in this country are buying in large quantities and that the volume of ear and railroad business in Chicago alone is 30 per cent greater than it was a year ago. He went on to trace many other sources of optimism, such as a 50 per cent decrease in yellow pine dimension stock, large orders for 5x10 round and square edge ties that would bring \$14 at the mill-for export, and an increase in use of car decking.

C. A. Goodman commenting further on the maple situation said that No. 3 .maple presents the most serious situation as stocks in Michigan and Wisconsin are one-third greater than they were a year ago. The return to the tie purchasing field by the railroads will take care of a great deal of this excess.

President Goodman then announced the appointment of a committee on resolutions composed of J. J. Lingle, Westboro; George II. Chapman, Stanley; A. L. Osborn, Oshkosh; H. W. Moore, Fond du Lac, and O. T. Swan, Oshkosh.

The meeting then adjourned for luncheon.

#### AFTERNOON SESSION

The afternoon session was devoted primarily to a continuance of the discussion on publicity and other efforts to get subscriptions to the minimum amount of \$22,500 for a period of five years for advertising and other educational work regarding hemlock.

The prepared dope on this question showed that hemlock has suffered from the following causes:

Hemlock has always been considered second to pine or some other woods and has not been sold on its merits but largely on price.

Hemlock suffers in appearance compared to some other woods and its merits should be brought out to counteract this.

Owing to very low prices of some other woods they have secured a toot hold in hemlock territory, a large part of which they will hold unless actively opposed.

Architects often specify woods other than hemlock where hemlock would do as well or better.

Hemlock salesmen have not been trained to sell the wood on its merits by modern sales methods.

The principal directions in which the markets can be developed are set forth as follows:

The chief uses of hemlock are framing, roof boarding, sheathing and floor lining. Other large uses are ceiling and siding, boxes and crating and rail road cars and ties. Hemlock for silos is not largely used but should be.

Hemlock should be advertised only for the places where it fits

There was a brief outline of the association's plan which had not as yet been definitely adopted. The association went on record as giving the special publicity committee authority to go ahead with its decision as to just what will be done and just how the money will be expended. At any rate the matter is now definitely outlined and it is entirely up to the committee to put it through.

#### Resolutions

The resolutions committee then presented the following resolutions: RESOLVED, That the association approve the resolution regarding resawed hemlock as passed at Marshfield, which is as follows

WHEREAS, The practice of marketing the product of resawed hemlock dimension is pernicious, dangerous, foolish and unbusinesslike, and that on account of the grade of the product of the resawed piece stuff not being uniform, places hemlock at great disadvantage with the competitive woods of the same grade, particularly before the consumers of lumber;

Now, therefore, we, the undersigned, petition our association to prohibit and stop this dangerous practice, and further petition that this practice have no legal standing or recognition, and we further petition and beg of our fellow members to add their names to this list.

And in passing this resolution the association instructs its bureau of grades to take steps to secure the discontinuance of the practice. Your committee further recommends that the secretary be instructed to send to all members a letter for their signature which will give them the opportunity to thus promise to discontinue selling No. 1 and No. 2 resawed hemlock without grading it on the inch basis.

It is further resolved that these promises shall be effective when 90 per cent of the members of this association have signed these promises

RESOLVED. That the proposed constitutional amendment, as introduced at the Oshkosh convention and stated below, be not adopted. The constitutional amendment referred to reads as follows

RESOLVED. That article 2 of the constitution be amended by changing the fifth line to read at least 25 per cent; and the second paragraph to read: "The Board of Directors shall have authority to accept or reject any applications possessing the above qualifications for membership.

RESOLVED, That this body is strongly of the opinion that there should be no change in the classification of lumber and lumber products which would or might result in different rates on the ordinary and custo nary products of the lumber manufacturing plants whether shipped in straight or mixed carload lots.

RESOLVED, That the resolution as read be accepted by the members of this association as covering the ordinary and customary products of sawmills and planing mills in connection therewith in our territory.

It was unanimously agreed that the safety rules as recommended by the Wisconsin Industrial Commission as surrounding logging operations be adopted. This rule was printed in full in the association's bulletin of July 29.

The meeting then adjourned.

#### ENTERTAINMENT

At 7 o'clock in the evening the members and many guests assembled in the Red Room for dinner. Charles Forster of Milwaukee extended a welcome in behalf of Milwaukee lumbermen.

P. E. Hawkins of Chicago outlined the proposed plan for the promotion of hemlock sales and O. T. Swan explained the immediate application of this plan.

W. H. Collins of Madison, Wis., thought salesmen should be impressed with the necessity for talking quality and adaptability of hemlock rather than mere price.

Other speakers were C. H. Worcester and R. S. Kellogg of Chicago; Warren Bullock, Milwaukee, and Adolph Pfund, secretary of the Wisconsin Retail Lumber Dealers' Association.

#### WHITE CEDAR SHINGLE MAKERS DEFINITELY ORGANIZED

Northern white cedar makers attended a meeting on the day following the big convention and a permanent organization was put definitely into effect to be called the Northern White Cedar Shingle Manufacturers' Association.

C. A. Goodman of Marinette, Wis., presented the report of the committee on constitution and bylaws, in which it was shown the association proposes to establish definite grades, a thorough inspection service, a trade mark, publicity campaign, the inauguration of favorable freight rates, supervise legislation, this to include tariff protection, and to effect a more harmonious relationship between employer and employees. The constitution and bylaws were adopted.

After discussion the grading rules, as follows, were adopted:

Extra A\*-Strictly 10-inch and better clear from butt, with all clears in, but no large, coarse defects. Not less than 4 inches in width. To be well manufactured and free from sap. Five butts to measure 2 inches when sawn. The length should be 16 inches, with an allowance of 1 inch in shingles not to exceed 10 per cent of the bunch. Use two clear wrappers. Four per cent will be allowed for defects.

\*A\*-Strictly 5- to 10-inch clear from butt. Not less than 3 inches in width. To be well manufactured, with not to exceed 10 per cent of sap. Five butts to measure 2 inches when sawn. Will allow 14-inch shingles resulting from shims in 10 per cent of the bunch. Use three clear wrappers. Four per cent will be allowed for defects.

Sound Butts-Strictly sound, 4 inches from butt. Not less than 2 inches in width. Four per cent to be allowed for defects.

The 4 per cent allowed is for unavoidable mistakes

The following officers were elected for the coming year:

PRESIDENT-W. B. Thomas, Manistique, Mich.

FIRST VICE-PRESIDENT-W. A. Holt, Oconto, Wis.

SECOND VICE-PRESIDENT-M. D. Reeder, Boyne City, Mich.

TREASURER A. C. Wells, Menominee, Mich. Directors—M. J. Quinlan, Soperton, Wis.; W. B. Earle, Hermansville, Mich.; M. J. Bell, Minneapolis, Minn.; E. A. Hamar, Chassell, Mich.; C. A. Goodman, Marinette, Wis.; Ben Finch, Duluth, Minn.; C. C. Westcott, Grayling, Mich.

The meeting adjourned after a discussion of a trade mark and exhibition of white cedar shingles.

The finances will be raised by membership dues of \$25 a year and an assessment on the production of shingles not to exceed two cents per thousand shingles.



# The Northwestern Cooperage & Lumber Company

The Home of the "Peerless" Standard Brand Products

Western Office: 516 Lumber Exchange, Minneapolis, Minn GLADSTONE, MICHIGAN

Mills at Gladstone and Escanaba, Michigan

Manufacturers of the following "Peerless" Standard Brand Products: Hardwood Flooring, Staves, Hoops, Heading and Veneers, Hemlock Lumber, Lath, Shingles, Posts, Poles and Ties, and Hemlock Tan Bark

"Peerless" Rock Maple, Beech & Birch Flooring and the state of the last of the last of the Next TIME

Members of Maple Florring Manufacturers' Association (When with a nonthin the Harliwood Record)

### The Mail Bag

B 952-Wants to Sell Short Oak

Ky, O to r 27. Inher Hy (v to Record We have on the tour), we have on the tour, which is 200000 for the 12.4 kgs, 0.000 for the 4.4 cak sawed from veneer cores. This stock runs practically all 8'4" long by 5" to 10" with end which virgo a tot 7" who is tour your vive to the hadden of some of the users of this class of material?

Aryone interested in this stock can have the adaptiss of the correspondent on applications. Electron.

#### B 953-An Inquiry for Veneer from Argentine

A prominent Tennessee veneering company sent H. devoor Ricold the following inquiry from an Argentine hardwood and veneer company, located at Buenos Aires:

Buenos Aires, September 22.—Dear Sirs: If we are not badly informed you are very large manufacturers of fancy veneers and filets. If this be correct, we shall esteem it a favor if you are so kind as to send us on a full set of samples of all the kinds you manufacture, with lowest prices c. i. f. Buenos Aires, and if reasonable, we shall have pleasure in cabling a sample order. We buy plain and quartered oak, sycamore, bird's-eye maple, gum, magnella, plain and quartered mahogany, rosewood and others. We are greatly interested in rosewood.

We buy rotary and sliced cut. The fact is we buy every kind of veneer manufactured in your country, and not now mentioned. We also buy them in colors and purchase colors to dye them.

Hewn square oak logs: We are open for sixty prime logs of  $40 \times 40$  c in square and 12' and up long, and if you can see your way clear to offer us them at a reasonable price c, i. f. Buenes Aires in 4 sets of documents, i. e., four invoices 4 c of origin, specifications, four drafts and four insurance policies covering all war risks, please calle us and refer to the code word "Ehsa,"

We buy veneers in thicknesses of 1 28" to 1 4" and also three and fivetly wood.

Oak planks in parcel lots: We might buy them from you more or less in the following proportion, if your prices c. i. f. are suitable: (Code word "caste") 10 cubic meters 1x12" and 12' up long; 5 cubic meters 1x2x12" and 12' up long; 3 cubic meters 2x12" and 12' long; 3 cubic meters 5x12" and 12' up long; 3 cubic meters 5x12" and 12' up long; 3 cubic meters 5x12" and 12' up long;

We shall always esteem your lowest round price c. i. f. Buenos Aires by cable.

Payment: We as a rule pay cash, less 21/2 per cent in Buenos Aires, by our acceptance on three days' sight in exchange of all the shipping documents as mentioned.

If anyone is interested in the items these people are looking for, they can have the liness by writing Hyrowood Ricord, Editor.

#### Clubs and Associations

National Exporters to Meet in Cincinnati

Seer thry let - Mole Proceed the National Lumber Exporters' Association, Bastone Mole received the sixtenth annual meeting of the association will be held at the Hotel Sinton, Cincinnati, on January 20-21.

#### National Wholesalers in Executive Meeting

The eventure of the transfer Wildesale Lumber Dealers' Association met on Thursday and Friday, October 28-29, at the association's headquarters in New York. Those present were Gordon C. Edwards of Ottawa, W. W. Knight of Indianapolis, F. R. Babcock of Pittsburgh and M. E. Preisch of Buffalo. There were also present four trustees, R. R. Grisweld, Binghamton; Alexander Willson, Pittsburgh; T. M. Brown, Louisville, and Charles Hill, New York City.

A. L. Stone, Cleveland, O., chairman of the board of managers of the bureau of information, reported a great increase in the activities of that bureau and in the number of formal inquiries made by members. Legal and collection features also showed a remarkable gain. A plan also was recommended by the board of managers for obtaining information on lumber salesmen for the benefit of members.

In discussing reclassification of lumber and lumber products the seventeen questions propounded by the Interstate Commerce Commission were given serious consideration. Announcement may be expected as to the association's position in the near future.

Delegates to the national chamber of commerce as well as a committee on the National Tariff Commission were appointed. A third committee to act with a similar committee of the chamber of commerce on the question of merchant marine was also appointed.

#### Chicago Association Listens to Mayor Thompson

Inaugurating a series of feature luncheons at the headquarters of the Lumbermen's Association of Chicago, the committee in charge, of which Francis L. J., nochost tends so ared the acceptance by Mayor William Hale

Thompson of Chicago of an invitation to lunch with the members of the association and talk to them informally. The luncheon took place on Thursday, November 4, and was attended by one of the biggest a tornings of lumbermen that ever participated in any function of this a work. Mayor Thompson made a favorable impression because of his frank, open-face way of talking.

Mr. Thompson's talk was devoted chiefly to a discussion of t problems that have confronted him in his administration since coming into office about a year ago. He outlined the method of handling the building trades strike and the street car strike and his description of the settlement of the latter controversy excited both admiration and amusement. It has been generally understood from newspaper accounts that Mr. Thompson actually locked the doors of his office when he had gathered the delegates from the union and street railway company within and told them they could not leave until the question was settled. Mr. Thompson said the doors were locked only figuratively. He said that when the delegates were assembled he told them that the side which retained the sympathy of the public was going to win out. He then said there were some thirty five eager newspaper reporters waiting outside the door for the first inkling of news and that the side first quitting would be immediately pronounced as showing an unwillingness to arbitrate. With this situation staring them in the face there was nothing to do but stay together until the matter was settled.

Mr. Thompson played strongly on the value of team-work as exemplified in business, particularly by active association work which is broadening in its scope and effectiveness year by year.

#### Vehicle Convention in Cincinnati

Charles S. Darnady of Lexington, Ky., at the concluding session October 28, of the Tri-State Vehicle Dealers' Association in Cincinnati, was elected president of the organization; T. J. Turley, Owensboro, Ky., C. E. Merkel, Marion, O., and W. J. Bulliet, Corydon, Ind., were elected vice-presidents.

The new directors are: H. A. Lowrey, Leitchfield, Ky.; W. G. Dorman, Corinth, Ky.; W. G. McMakin, Ft. Wayne, Ind., and H. G. Otterbacher, \* Wellington, Ky. The time and place of the 1916 convention will be determined later on by the board of directors.

The meeting this year was the most successful in recent years. Close to fifteen hundred delegates attended the annual convention from the three states, Ohio, Indiana and Kentucky.

The exhibition of latest models of carriages, harness and all kinds of carriage driven vehicle accessories proved very interesting and attracted large crowds each day, not only of the vehicle people but the public at large. It was a striking exhibition in that it told much more plainly than words that the day of the horse drawn carriage has not passed. General reports read during the convention brought out the fact that while the automobile business has been making considerable inroads in the vehicle business, nevertheless, the industry of carriage manufacturing still was a busy and profitable one.

#### Lumbermen Adopt Resolutions Opposing Freight Advance

At the regular monthly meeting of the Lumbermen's Club of Memphis, held at the Colonial Country Club October 30, tentative resolutions were adopted calling upon the Federal Trade Commission and the department of Commerce for a more scientific basis for rate making as affecting the hardwood lumber industry in the South. Since that time the Business Men's Club of Memphis, one of the largest commercial organizations in the South, has gotten squarely behind the lumbermen in their fight for more equitable freight rates by adopting strong resolutions calling upon the Federal Trade Commmission and the Department of Commerce to investigate the lumber rate situation and to co-operate in the readjustment of lumber freight rates along more scientific lines. This subject was brought to the attention of the Business Men's Club by J. V. Rush of Moffett, Bowman & Rush, who is the representative of the Lumbermen's Club on the board of directors of the former. The resolutions follow:

Whereas, The railroads operating south of the Ohio river have filed with the Interstate Commerce Commussion tariffs increasing the rates on lumber, amounting in some instances to more than \$1.50 per thousand leet, on the

amounting in some instances to more than \$1.50 per thousand leet, on the assumption that the rates on hardwood lumber now effective were made unduly low in order to develop this section; and,

Whereas, The Business Men's club of Mempais is vitally interested in the success and prosperity of the lumber industry, farming industry and the development of this section of the country generally; and,

Whereas, The lumber tonnage originating in the Memphis territory constitutes the largest percentage of trame of any other commodity and pays a larger percentage of revenue to the railroads as compared to its value than do most other commodities; and,

Whereas, The Federal Trade Commission and the Department of Commerce are making special investigations concerning the lumber business which has been depressed for the past seven years; and,

Whereas, It is well known that the freight rates of this country have not, as a rule, been constructed on any scientific basis; that the cost of transportation on lumber products of the South constitutes a larger percentage of their value than is equitable or true of most other commonties; that these conditions result in an enormous waste of forest resources, causing serious and permanent losses not only to lumbermen but to labor as well; and that this waste further results in retarding the agricultural developments of this territory; and,

Whereas The programs permanent investment in woodworking plants.

this waste turther results in retarding the agricultural developments of time territory; and,
Whereas, The enormous permanent investment in woodworking plants, and tumber lands was made on the existing rates; and,
Whereas, A large percentage of the population of the Memphis territory is directly dependent upon the lumber industry; therefore, be it
RESOLVED, That the Business Men's Club of Memphis petition the Honorable Federal Trade Commission and the Department of Commerce to investigate the rate situation affecting this industry and co-operate in the readjustment of lumber freight rates along more scientific lines, in order that the woodworking industries may utilize the full produce of the forest and ship their commodities at such rates as will yield to the carriers a reasonable profit above the cost of transportation; be it further

RESOLVED, That the Business Men's Club of Memphis petition the Honor-RESOLVED, That the Business Men's Club of Memphis petition the Honorable Interstate Commerce Commission for a suspension of Frank Anderson, Agent I. C. C. No. 19, and M. P. Washburn, I. C. C. No. 159, until such time as the lumbermen can be given a hearing and the disastrous effect of trese advances on the commerce and labor of this section can be fully presented to the Honorable body herein petitioned; and be it further. RESOLVED, That a copy of these resolutions he made of record in the minutes of the Business Men's Club, and that copies be forwarded to the bonorable secretary of the Department of Commerce and to the honorable commissioners of the Federal Trade Commission and the Interstate Commerce Commission.

commissioners of the merce Commission.

J. D. Allen, Jr., chairman of the special committee appointed to collect the fund of \$500 pledged by the club to the National Lumber Manufacturers' Association, to be used in its trade extension department, reported that most of the money had been secured and that he and his associates would be able to make complete returns by the next meeting. In this connection Col. S. B. Anderson stated that the National Lumber Manufacturers' Association bad undertaken, and was successfully prosecuting, work of vital importance to the lumbermen in that it was waging war on substitutes and was doing everything it could to insure the use of lumber where it should be used and he thought it deserved the unstinted support of the entire lumber trade. He pointed out that there was considerable literature issued by the department in evidence at this meeting in the shape of pamphlets calling on the lumbermen to stand together and fight for their rights, stressing co-operation, intelligent marketing and the desirability of pleasing customers at all times.

Frank N. Fisher, president of the Business Men's Club and superintendent of the Louisville & Nashville at Memphis, was present and, when called upon for a talk, said that, in the light of the rate problems discussed at this meeting, he had been wondering just why a railroad man should be entertained as a guest, much less be called upon to make a talk. He said, however, speaking seriously, that all avenues of the Business Men's Club were open at all times to the lumbermen, "even though he was a railroad man and even though rates were the subject to be discussed and handled."

It was decided at this meeting that a dance would be given the evening of Saturday, November 17, at the Colonial Country Club's new home. This will be under the auspices of the Lumbermen's Club. F. T. Dooley, chairman of the entertainment committee, was instructed to make all necessary arrange

Sixty guests and members were present. A delightful luncheon was served and following the meeting many of the lumbermen indulged in golf on the links of the Colonial Country Club.

#### Philadelphia Lumbermen Play Golf Once More

The annual meeting and last tournament of the season of the Philadelphia Lumbermen's Golf Club was held Wednesday, October 20, at the Huntingdon Valley Country Club, Noble. Forty members and two guests enjoyed the afternoon's sport.

Following the eighteen holes of golf, dinner was served and then came the business meeting. Eli B. Hallowell of Hallowell & Souder, was elected president; Harry R. Humphreys of the Hadentine Lumber Company, vicepresident; J. Elmer Troth of the J. S. Kent Company, secretary; Ben C. Currie of Currie & Campbell, treasurer. The following were chosen members of the executive board: Horace W. Smedley of Smedley & Mehl; William H. Fritz of William H. Fritz & Co.; Frank Buck of the Est, of Daniel Buck; E. B. Humphreys of the Hadentine Lumber Company; and J. B. McFarland Jr., of the McFarland Lumber Company. The secretary's report shows that the club has enrolled fifty-four playing and seven non-playing members. Ten tourneys were held during the year, with an average attendance of thirty-six.

E. B. Humphreys won the president's prize, a handsome mahogany mantle clock, beating out Horace W. Smedley by two points on the season's play. Prizes for the single day's play were awarded as follows: low net, golf shoes, George W. Speigle; second low net, golf bag, William L. Rice; third low net, golf driver, H. W. Allen; best ball of partners, E. B. Humphreys and J. B. McFarland Jr.

#### Cincinnati Club Meeting

A combination of ill health and business cares forced Frank Rodman to resign his position of president of the Cincinnati Lumbermen's Club at the November meeting of that organization. Mr. Rodman was elected president of the organization last summer, but was unable to occupy the chair at any meeting since his election. Feeling that he could not do justice to both the club and himself, he tendered his resignation, which was accepted after an expression of general regret by the club members. 1 At the same meeting, A. H. Fnger, secretary of the club, handed in his

resignation also. Mr. Enger has left town to locate in Meridian, Miss., where he will be in charge of the purchasing department of the Crescent Lumber Company in the South. The club regretted the loss of these two energetic members and their absence will be felt for some time, as both were prime movers for the betterment of club affairs.

A general discussion of freight classification again was indulged in, but no definite action was taken other than the appointment of a committee of five to investigate conditions and report at an early meeting. committee consists of C. C. Hagemeyer, B. F. Dulweler, J. Watt Graham, F. W. Mowbray, and James Davison.

Instructive talks on traffic matters given by several prominent business men were greatly appreciated by the club members.

The Galle Lumber Company, now in bankruptcy, the Bayou Land and Lumber Company and the Kirkpatrick Lumber Company all handed in their resignations as members of the club. The resignations were accepted.

The next meeting of the club will be held the first Monday in December.

#### Lumbermen Meet in San Francisco

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#### Indianapolis Lumbermen Unite Against Common Enemy

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served as toastmaster. Speeches were delivered by E. A. Sterling, head of the trade at asson department of the Notonial London Manufacturers' Association , R=S . King  $\omega_{\rm cons}$  or to voro the Notonial constraint of E. Paul, an engineer, connected with the Armour Institute; Julius Scidel, a well-known St. Louis lumberman; W. Anton Scherrer, president of the Indianapolis Architects' Association; Otto Mueller and R. P. Daggett, local architects, and W. F. Johnson, a retail lumber dealer of Indianapolis,

Mr. Scherrer told the dealers that they should organize in order to be prepared to light their battles and to coloperate with the architects in Ingroving tenido a confittens . He problems that the architects cannot solve without the assistance of the material men.

Mr. Sterling told of the work that the National trade extension department is doing to prepare literature relating to the lumber industries which will be valuable to architects and builders. He pointed out the fact that the leaders in other building material industries have been conducting a systematic educational campaign along this line for many years.

C. E. Paul, speaking as an engineer, declared that wood properly used In many cases is a superior direpreof material to other ferms of so-called preproof material, this being true especially in wooden floors, he declared,

Mr. Johnson said the local retail deabirs should organize some kind of a credit system for protection from the dishonest contractor and expressed regret that his colleagues had not formed an association years ago. Mr. Daggett, an architect, expressed a willingness to cooperate with the lumber dealers in their educational campaign. Mr Kellogg urged greater attention to the task of giving lumber consumers improved service, especially in the display of their products. Mr. Seidel made an eloquent appeal for greater co-operation among the lumbermen themselves for the general improvement of the industry,

Local dealers were greatly pleased over the success of their first no the and expressed a wish that other and

#### With the Trade

#### West Virginia Timber Sale

The sale of timberland in West Virginia, valued at \$1,000,000, is reported. It consisted of the holdings of John T. McGraw of that state and was made up principally of hardwood tracts in various counties. It is understood that the purchase was made by a New York syndicate.

#### Big Evansville Sawmill Fire

On The other November 2 for destroy data of the control of the Hebrick. Lumber and Manufacturing Company, Evansyale, Ind., and a part of its huge stacks of lumber piled near the mill. The are started at ten o'clock in the morning and it was lite in the afterneon before firemen were able to check the farmes in the lumber yards. The total loss is estimated at \$150,000 with an insurance of about \$66,000. It is believed the nre-was of incendiary

or a first to make an investigafor the stoll to to the fitting and there was no fire to the first three three three three three states and the state.  $\frac{f_{\rm obs}(f_{\rm thm}, \Phi_{\rm obs})}{W_{\rm obs}(f_{\rm th}, M_{\rm D})^{1/2}}$ Company, is in Califor to a shell for a

#### Record Shipment of Philippine Cabinet Woods

Production on the words ever to the state of the control of the state of I'm leta to Italianit water to se hit it in . . . . . . . . . . . into the 15 United Kin. I control of the way or one large managenty firm in the United States, with branches in Europe. This firm has been using Phillippins woods during the past few years in increasing quantities.

#### Lumberman's Will Probated

"Allowith on the scalar of war records field for probate in the court at Muskegon, Mich. He was famous as one of the earliest timber kings of Michigan. He came into prominence many years ago by writing his personal check for \$800,000 in payment for a tract of timber near Traverse CUy, Mich. That was said to be the largest check ever drawn, up to that time, in payment of timber. His will was written in 1907, and by its terms his entire estate is left in trust for twenty one years, though his youngest child is now twenty five years old. Each of his five sons, Ray, Fred, Louis, John, and Clare, is provided with a yearly allowance of \$600, and his Widow with \$1 000.

#### Big Cabinet Order

An order of the rate letters worth of Edison diamond disk phonograph \*cablnets was recently awarded the Brunswick Balke-Collender Company at Dubuque, Iowa. It is rumored that Dubuque will soon be made the assemoling plant for all the Edison phonographs, the various parts to be forwarded there for putting together.

#### Arthur Kreinheder Elected Councilman at Buffalo

The city election at Buffalo, N. Y., November 3, resulted in the choice of Arthur W. Kreinloder for councilman by the largest vote given for any candidate on the ticket. He received 41,233 votes, or more than 2,000 votes in excess of the next high man. Mr. Kreinheder will serve four years in the new council, which goes into office on January 1, Buffalo being the largest city in the country to adopt the commission form of government. The result of Mr. Kreinheder's election is very pleasing to the lumbermen, who did a lot of hard work in his behalf and who gave him a dinner at the Hotel Statler after the count of the votes. It is now suggested that he be placed in charge of the department of public works, which is the most responsible and important one the new councilmen will be called upon to administer.

Knowlton Mixer, also a condidate for the council, ran fifth and did not succeed in election, as he needed about 1,800 more votes to win. Mr. Mixer has many friends who regret that he could not be one of the four

#### Will Confer with Lumber Dealers

Commercial Agent Franklin II. Smith, of the Bureau of Foreign and Domestic Commerce, recently returned to the United States from an extensive trip to the Far East and Australia and New Zealand, where he has been investigating the possibilities of marketing increased quantities of American lumber. Considerable lumber from the United States is already used in those sections, and the problem confronting producers is the increasing of this trade rather than its introduction. Mr. Smith has made himself thoroughly familiar with the requirements of the markets and the obstacles still in the way of increased exportation from this country. He was lately in Scattle, making his headquarters at the branch office of the Bureau in the Alaska building, but on November 1 left for a trip to the principal centers of the lumber trade on the west coast to confer personally with lumber producers, lumber dealers, and officials of associations connected with the sale of west-coast lumber. He was in and around Portland until November 6, will be in San Francisco and vicinity to about November 13, and in Spokane November 14. He will also stop at Chicago on his way to Washington, D. C., where he will report about November 18 or 19.

#### Hickory Basket Veneer

The increased cost of Chinese reeds and rattans for basket making has led to experiments which have proved that splints cut from bickory vencer are a satisfactory substitute. The Pierpont Manufacturing Company of Sayannah, Ga., has machinery in operation cutting these splints. They are eighteen inches long and one eighth of an inch wide; but many sizes will be required in making various kinds of baskets and hampers. Splints cut from hickory are found suitable for the brushes used as stable brooms. The sale price of the splints is said to be three cents a pound, which is not expensive, considering the service which may be had from that material. The wooden splints take dyes as well as those of rattan. The abundance of hickory guarantees that the industry will not be hampered for want of material.

## Pertinent Information

#### Mistake Somewhere

There is evidently a mistake in the report of the purchase of 1 energino crossties in Arkansas for the Russian government, to be used at decide tracking the railroad from Moscow to Archangel, and that the terrain to reshipped via New Orleans and Vladivostok. Why should Russia our cross ties here when it has more crosstie timber at home than there is in the United States? And if it should for any reason buy crossties, why should they be shipped from New Orleans to eastern Siberia and thence carried 5,000 miles by rail to Europe, when they could be shipped direct from New Orleans to Archangel at less than half the distance and the whole route by water? There are many fakes published these days on the subject of war orders, and this Russian crosstie order bears the earmarks of being one of them.

#### West Virginia Silver Spruce

An inquiry has appeared in one or more lumber journals concerning the identity of eastern or West Virginia silver spruce, and some have expressed doubt as to the wood's identity. This term we fully explained in Hardwood Record, page 19, of the issue of June 10, 1915—16 is a new term and seems to have come into use among the purchasers of wood

for war aeroplanes in England. It means the red spruce (Picea rubens) which reaches its highest development in West Virginia, though it grows in most northeastern states and eastern Canada. The name silver spruce is now applied occasionally to Sitka spruce of the Pacific but coast; when West Virginia silver spruce is spoken of it can mean no other than red spruce, because that is the only commercial spruce found in that state.

Zimmerman

-Dewey
Mr. and Mrs. Burt
P. Zimmerman of Muskegon have announced
the marriage of their
daughter, Laura
Fisher, to James E.
Dewey, sales manager
of the Stearns Salt &



JAMES E DEWEY, LUDINGTON, MICH.

Lumber Company, Ludington, Mich. The couple were united at the home of the bride's parents on October 21. Mr. and Mrs. Dewey will make their home in Ludington and will be at home to friends after January 21, 1916, at 604 East Ludington avenue.

#### Wood Is Reliable

Recently sixty-four small wooden kegs arrived by express in Philadelphia, each weighing 290 pounds, and each keg carried gold worth \$80,000. This was some of the war gold which came from Europe by way of Canada to buy supplies; but the interesting point is, it was shipped in wooden containers, and there was not a "substitute" package in the whole lot. Moral: When you have valuable merchandise to ship and want it to arrive in good condition at its destination, use wooden containers. If you are expecting to make a shipment of 18,000 pounds of gold and want to send it safely, don't risk it in fiber board, strawboard, pulpboard, or any other untried material, but use old-fashioned wood for kegs or boxes, and you need not lose any sleep worrying about the safety of the shipment.

#### American Lumber in Portugal

A report on the lumber situation in Portugal was recently made by Consul W. L. Lowrie, who is stationed at Lisbon.

Most of the foreign lumber used in Portugal is imported from Sweden and the United States, especially from the Gulf ports Pensacola, Apalachicola, Gulfport, New Orleans, and Galveston. Yellow pine, oak, and red gum are the kinds of American lumber in demand. Yellow pine is used for roof building and flooring, oak and ash for building rail way cars and trucks, and gum for furniture making.

The present price of pine in Lisbon is between 56 and 62 cents per cubic foot, as compared with 42 cents before the war. The difference is not due to an increase in the price of the lumber itself, but to the exorbitant freight rates and the unusually low exchange.

The average sizes of yellow pine imported are  $27^{4}_{2}$  and 30 cubic feet. The usual sizes of Swedish lumber imported are 3.47 b and 3 by 10, employed mainly for beams and for making doors and windows. The price, owing to present circumstances, has increased about 70 per cent.

The stock of foreign lumber on hand is very small, but dealers state that they have no desire to increase it, in view of present conditions. The cheap native lumber, which sells for about 25 cents a cubic foot, is being used extensively, thus replacing to a considerable extent the imported product. Occasionally small shipments of pine from New Orleans are received, to supply the most urgent demands of the market

#### Valencia's Lumber Trade

A consular report from Valencia, Spain, says that construction lumber stands third ordinarily among leading imports at Valencia, but in common with nearly all other products in 1914 receipts were considerably less than those of the preceding year. Russia and the United States together supplied two thirds, the former leading by a small margin. Other sources were Austria, Sweden, Germany, Finland, and Norway. Here also war conditions have caused trade to turn to the United States, whence all supplies are coming at this time. Hardwood imports totaled 781 metric tons, of which 567 tons were from Cuba. This material is consumed in the thriving cabinetmaking industry of the region, which has succeeded so far in preventing competition of foreign furniture.

#### Good French Demand

The London Timber Trades Journal, speaking from the English view-



MRS. JAMES E. DEWEY, LUDINGTON,

point, says that activity still reigns in the French market; in fact, merchants are as busy as the state of the freight market will allow. As in the case of Great Britain. the high prices are not affecting consumption, and the volume of business is limited only by the number of steamers available. So pressing are the needs, and so much has trade been disorganized, that part of the orders are going through English firms, and several of our English importers have recently made the journey to France endeavoring to negotiate sales. In France the competition from American wood is more effective than in England, owing to the proportionately higher freights from the Bal-

tic to French ports, and some important negotiations are on foot for American cargoes. The demand, although running somewhat on the usual lines, is of a more comprehensive nature, and shippers' specifications are often accepted "en bloe"; it is felt that time cannot be wasted in discussing details, the main object being to secure the wood and a boat simultaneously, and to conclude the business with the greatest possible dispatch.

#### Sash and Doors in Italy

Consul Jay White, writing from Naples, Italy, recently stated that in spite of war conditions there is considerable building being carried on in Naples. Apartment houses are being crected in the Vomero, Piedegrotto, Torretto, and other sections, one of the finest being in course of erection near the center of the city on the reclaimed ground to the south of Santa Lucia. The contracts for these works, however, were all let before the European hostilities began.

Construction work in Naples is different from that in the United States, the only point of resemblance being in the use of steel and iron girders for strengthening the floors of buildings. Window frames, doors, and shutters are all made by hand, and there would seem to be an opportunity in this business for American enterprise. American flooring and trimmings are used, but up to the present American builder's hardware and plumbing goods have not been able to compete in Naples with European products on account of prices.

#### American Veneers in Brazil

According to a recent report by Consul General Gottschalk, stationed at Rio Janeiro, Brazil, the outlook for the sale of veneers in that country is far from encouraging, though Americans have already turned their attention to that field in search of sales. Brazilians make little veneer from native woods and buy little from abroad; but when they do buy, they are in the habit of purchasing in Europe. Veneered work does not stand well in

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#### Moses F. Rittenhouse

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found sorrow of the 1915, of our late asse-1 to Moss E Ren house, president of the Company, at one time president of this asso ciation, and for over half a century identified. with the lumber trade of Chicago, the Northwest and the South; and

Whireas, We point with pride to the life of our dearly beloved friend and associate, which was a bright exnumple of business intografia and a registration . high Ideals and the betterment of his fellow a legacy to the



THE LATE MET REFERMOUSE, CHILL YOU

world in the respect and love eagendered in the hearts of all whose privilege

it was to know its contact; therefore he it.

Received That what we received now to task decree of the Maker and Ruler of all, yet we cannot but regret to part with one so favorably known, required and lood.

Reserved, I at we find rather anoming to the our heartieft sympathy

in this hour of their great adaction, and regard them that their surest consolation can be found in the unsure of relead of the errors and faithful

REVOLVED. That we extend our warmest sympathy to his business assoclates and that these resolutions be spread on the records of this association and copies transmitted to the family of the deceased and to the TITLES.

#### Northern Hardwood Forest

The I and States Department of Agin June 1 as used Buildin 285, styled: "The Northern Hardwood Forest: Its Composition, Growth, and Management." It was prepared by E. H. Prothingham of the United States Forest Service, and is for sale at twenty cents a copy by the Superin tendent of Documents, Washington, D. C.

This bulletin will be found valuable to owners of northern forested land or land which should be referested in that region. It deals to some extent with utilization of timber, but that is not the principal purpose of the bulletin. It deals with the stand of timber, the kind, rate of growth, size, methods of protection, and the business of earing for such timber from the sprouting of the seeds until the trunks are ready for the mill.

It should be noticed that the subject of the bulletin is the northern hardwood forest, not the southern. The two areas join or overlap, but they are distinguished as carefully as possible. It is stated as a general definition that the northern hardwood region coincides with the range of yellow birch and that the two prevailing species are yellow birch and sugar

and the twenty one hardwood species, " 11 - V " " The Dipertant conthern those of the 100 mm No. 6 Control of Control and distinct line be-tween the t ti itid ti 

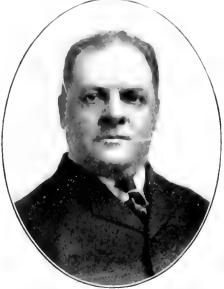
see a second see State are groted from the report The recor to the second second to the second second four years ago, of the Bureau of a the control of the standing timber in the Record The of pater 1. three lides tates, Michigan, Wisconto it is the bar. in and Marc

The hypergraph of the region of the formula region are taken from the census returns of saw mill output for 1912.

The bullets of the form to the future more than to the present, and a my of its in the first of the growth statistics, by which the owner of lir . . there were dead and determine what amount of logs con be cut from a tract at some given future time, even many years to come, If the present stand is taken as the basis for calculating.

#### William W. Mitchell

Within W. Mr. and all common Mich., prominent in northern lumbering in connection with Cobles & Mitchell, Inc., and Mitchell Brothers Company of that city, died at his home at 1.29 on Monday, November 8.



THE LATE W. W. MID HELL, CADILLAC, MICH.

Mr. Mitchell was born at Hillsdale, Mich., June 3. 1854 He was a son of the honorable C. T. Mitchell, one of the bading business men of southern Michigan. He started his activity in the lumber business at the age of nineteen when he became tallyman at his uncle's sawmill at Clam Lake, where is now located the city of Cadillac. He passed through the practical school and in the course of time, in conjunction with his consing A. B. Mitchell, obtained a logging contract from his uncle, which netted him several hundred dollars. In 1877 he entered into partnership with Jonathan W. Cobbs and formed the lumber firm of Cobbs & Mitchell. Mr Cobbs died in 1899 and

the firm became a corporation under the title of Cobbs & Mitchell, Inc., Mr. Mitchell becoming president and the dominating factor.

Mr. Mitchell was also a principal in the Mitchell Brothers Company, a concern operating a triple sawmill and an immense flooring factory. He was also interested in the Cadillac Handle Company of Cadillac.

#### Large Poplar Statue

A German club of Savannah, Ga., is about to execute a large piece of carved work, using for that purpose a solid yellow poplar log three feet in diameter and twelve feet long. It will be cut into a statute of Hindenberg, the German general who has gained fame in the Poland' campaign. As far as information is at hand, the only pieces of larger wood carving in single blocks are the Alaska fotum poles made by Indians to be set up in front of their towns. Yellow poplar is one of the best woods for carving. It cuts easily, does not chip or check badly, polishes nicely, and is durable. If the Hindenberg statue at Savannah is kept in a dry place and is otherwise cared for, it ought to last until Hindenberg shall be as old as Caesar is now. The oldest known wooden statue in the world is of acacla or locust wood, and was made in Egypt alour 4,500 years ago; but it is small in comparison with the Savannah poplar statue of the German general.

#### Hickory for Meat Smoking

The single firm of packers, Swift & Co., Chicago, burns 8,000 cords of hickory wood yearly in smoking meat. Only the soundest and best wood is considered suitable for this purpose, and material is employed which is of a grade good enough for vehicles and handles. Much of it is split billets reduced from round legs, but some branch wood is used. Preference for bickery for meat smoking dates back a long time and was the result of experience in the days when the farmer's "smokehouse" was the scene of the meat-smoking operations. Hickory smoke gives a peculiar flavor to meat, and no other wood quite equals it. Best cresults are attained when

the fire is not permitted to burn with a blaze, but with smouldering heat. Farmers who cannot get hickory may use maple, oak, ash, beech, and other woods, or even corneobs; but large packers who are able to some what they want, insist on hickory and send long distances to get it. Mahogany sawdust, when it can be had at a reasonable price, is occasionally used in connection with the hickory as a smudge to keep down the blaze and produce plenty of smoke. Hickory sawdust will answer as well, except that it is more likely than mahogany to kindle into a blaze.

#### Japanese Teach Wood-Utilization

Consul John K. Davis, stationed at Antung, China, rejeri that although that city is the shipping point for practically all of the timber cut in the Yalu and Hun River basons it has never possessed any large woodworking industries and has only four medium-sized sawnills. This is remarkable in view of the fact that among the rafts floated down the Yalu, which are principally made up of pine logs, there are a large number of hardwood logs suitable for cabinet work. These, cwing to the lack of demand such as would be catesed by the existence of local woodworking plants, are sold at practically the same price as ordinary pine logs; in fact, owing to the greater difficulty of working with the harder woods and the poor temper of the steel in the local carpenters' cutting tools there is actually a preference for pine rather than eak when offered at the same price.

Realizing the opportunity for developing the business of this port. offered by introducing woodworking industries, the Japanese consul has established an industrial school in the Japanese settlement where expert woodworkers from Tokyo are demonstrating the uses to which the various Yalu hardwoods may be put in cabinet work. The results achieved are very interesting, as they prove conclusively the suitability of the Yalu woods for use in the manufacture of fine furniture and of small boxes, penholders, etc. The beautiful finishes obtained on such woods as bird'seye maple and walnut are fully equal to the product of a fine furniture manufacturer in the United States.

At present this industrial school is more or less in the experimental stage, but the Japanese consul hopes to enlarge it and is sauguine of ultimately obtaining good results.

#### Typhoid Fever an Accident

A decision of far-reaching interest to employers in those states having workmen's compensation laws, has been handed down by the Wisconsin supreme court, in an opinion by Justice R. Siebecker, who held in the case of the New Dells Lumber Company, Eau Claire, Wis., that typhoid fever contracted through drinking water furnished by the employer, and resulting in the death of said employe, is an accident, and within the meaning of the workmen's compensation act.

This decision is probably the most far-reaching of any pronounced by the court since the compensation act was enacted. Chief Justice Winslow and Justice Barnes dissent.

Gerhardt Vennen, an employe of the company, died of typhoid fever, after drinking water in the plant. His widow sued for \$10,000 damages alleged to have been sustained because of the death of her husband and also \$10,000 in behalf of the estate of the deceased for the benefit of his heirs. Ex-Attorney General Sturdevant, appearing for the lumber company, contended that the company was operating under the workmen's compensation law and that the death benefit should be paid according to the terms of the law. This would limit the total settlement to \$3,000. Daniel H. Grady, Portage, appearing for the plaintiff, declared that the compensation act did not apply and that Mrs. Vennen was entitled to unlimited damages.

The real question at issue was whether a disease contracted in this manner is within the pale of the compensation act. Several other cases are dependent upon the verdict in this litigation.

#### Slamming American Oak

A writer in the London Timber News delivers a slam on American oak, by rating it below the other oaks in that market. He says: "American oak, as a rival of Austrian, can be instantly dismissed. For, although some of it is very boldly figured by reason of its deep silver grain, yet the supplies reaching this country are so mixed and varied as regards tint and texture that it is not practicable to secure sufficient uniformity of appearance for better-class work. Moreover, in these timbers, derived from several species of oak, sapwood is frequently included. American oak is therefore not an adequate substitute for Austrian, and is properly relegated to lower-class woodwork."

Fortunately, a large number of oak users in England are not so hidebound in their estimate of America's king of hardwoods.

# Hardwood News Notes

#### **=≺** MISCELLANEOUS **>**=

The Atwood Veneer Company is out of business at Bald Knob, Ark.

The George I. Parrish Lumber Company has been incorporated at Epes,
Ala.

F. A. Hathaway has been appointed receiver for the S. G. Gay Company. Ottawa, Ill.

 $\Lambda~\$50,\!000$  fire loss is reported entailed by the Kneeland-West Lumber Company, Lugerville, Wis.

Joseph Plamondon, vice-president of the American Ladder Company, Momence, Ill., died recently.

Howard K. Dickerson, Cincinnati, O., has sold out to the Stratemeyer Lumber Company of that city.

An application for dissolution has been filed by the Conant Carriage Woodwork Company, Cincinnati, O.

The plant of the Rhoda Lumber & Veneer Company, Morgan City, La., has been advertised for sale by the receiver.

A settlement of twenty cents on the dollar is being offered the creditors of the American Woods Corporation, Boston, Mass.

The mill of the Mansfield Hardwood Lumber Company at Winnfield, La., was recently destroyed by fire, the loss being estimated at \$35,000.

The Plattner-Yale Manufacturing Company has succeeded the Plattner Implement Company at Deaver, Col., and removed to Lincoln, Neb.

A new factory building has just been erected by Wixom & Bensinger at Ovid, Mich., for the manufacture of handles, ax helves and wooden wagon parts

The Farmers' Supply Company has been incorporated at Hatley, Wis., with a capital stock of \$10,000, by Fred Schneider, John J. Okoneski and A. J. Plowman.

The name of the J. H. Thiemeyer Company, Baltimore, Md., has been changed to the Baltimore Box & Shook Company, which has been incorporated with a capital of \$75,000.

At Indianapolis, Ind., the National Products Company has been incorporated with a capital of \$1,000,000, the incorporators being Adolph Levy, Oliver E. Hawn, Edward Barret, August M. Kuhn and John B. Rice.

The Southern Store Fixture Company has been incorporated at Birmingham, Ala., with a capital of \$6,000. The officers are: George N. Dobson, president: James M. Arnold, vice-president, and W. A. Dawson, secretary and treasurer.

The new factory building of the Michigan Hearse & Motor Company, Grand Rapids, Mich., is nearing completion. The company will spend about \$20,000 for the new building and several thousands more for equipment, it is stated. These improvements will double the capacity of the plant.

#### =< CHICAGO >-----

The Rockford World Furniture Company has been incorporated at Rockford, Ill.

N. A. Gladding, general sales manager of E. C. Atkins & Co., Inc., Indianapolis, Ind., was in Chicago last week. Mr. Gladding attended the noonday luncheon of the Chicago Lumbermen's Association.

R. H. Downman, New Orleans, La., president of the National Lumber Manufacturers' Association, spent several days in Chicago last week, in conference with Secretary R. S. Kellogg of that organization.

D. E. Kline, president of the Louisville Veneer Mills, Louisville, Ky., was in the city on business for the greater part of last week.

C. H. Sherrill of the Sherrill-King Mill & Lumber Company, Paducah, Ky., was in Chicago four or five days recently in pursuit of business for his organization.

W. C. Calhoun of the Frost's Veneer Seating Company, Ltd., Sheboygan, Wis., was a well-known member of the out-of-town trade who visited local points within the last few days.

W. E. Vogelsang, sales manager of the Turtle Lake Lumber Company, Grand Rapids, Mich., spent a couple of days with the local trade recently.

John R. Andrews of Escanaba, Mich., who operates a Canadian mill, manufacturing hardwoods and also does a wholesaling business at Escanaba, spent a couple of days the latter part of last week in Chicago.

Alexander Strrock, of Alexander Strrock & Sons, Ltd., Melbourne, Australia, was in Chicago for several days recently on a tour of woodworking and woodworking machinery points in the United States. Mr. Strrock is a large operator in Australia, manufacturing box material and veneers and lumber.

#### =**≺** BUFFALO **>**===

Receipts of lumber by lake for the past month were 9,032,000 feet, or nearly double the amount received in the same month last year. The total so far this season runs over 25 per cent above last year to date, due largely to greater hardwood receipts.

President W. L. Sykes of the Emporium Lumber Company, who moved from Buffalo to Utica about a year and a half ago, has resumed his residence here and it is quite likely that he will open an office also. He is at present at the Adirondack headquarters of the company, near Childwold, where business has been brisk ever since the first mill was built.

The A. J. Chestnut Lumber Company reports some good sales of low-end hardwood, but as a rule is not pushing trade, as it is not considered very active.

Orson E. Yeager gave up a large part of his time to managing the campaign of A. W. Kreinheder for councilman during the past few weeks and is now back at his desk again, looking after the hardwood trade, which is reported improving.

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The Hugh McLean Lumber Company reports October shipments from the viril of the control of the c

Anthony Miller states that conditions show some improvement in bardwoods this fall, but business is not called brisk

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At the Satety-First Convention, held as the Bellevie Stratford hotel recently, there was a woodworking sectional meeting. Ten minute discussions were held on a number of important subjects.

The William A. Leckson Lumber Company, Commercial Trust building, a new wholesale firm, has made its how to the local trade. William A. Jackson, head of the firm, was formerly a member of the Jackson Wyatt Lumber Company. Mr. Jackson has his brother, Howard W. Jackson, to the control of the second control o

The Cross Brothers Lumber Company, Crozer building, is another new whole sale concern bidding for local favor. M. B. Cross, an officer of the Saatee River Cypress Lumber Company, Ferruson, S. C., is president: John E. Cross, a Baltimore, Md. lawyer, is vice president, and Charles C. Cross, secretary-treasurer, is a widely experienced lumberman having during the past twenty-five years been engaged at different times with wholesalers, retailers, exporters and manufacturers. C. C. Cross will be the active spirit at the helm of the new firm in this section.

The Empire Limio'r Company of Pittsburgh, has made Aivin B. Adams its local representative. Mr. Adams is well-known in the local hardwood trade, having been for a number of years employed by two Philadelphia firms.

The Pennsylvania Company on November 1 asked for bids on 9,000 new freight cars to cost approximately \$12,500,000. This announcement followed right on the heels of word that the railread had placed contracts for seventy-five new locomotives with the Baldwin plant and for 175,000 tons of steel rails with various companies, calling for an expenditure of \$7,000 tons.

The State Workmen's Insurance Fund is sending blanks for accident Halility insurance to every employer in Pennsylvania affected by the compensation acts which become operative on January I. It is stated that employers by making application do not bind themselves to accept state policies, but will be given for! information regarding classification and other details

#### ────≺ PITTSBURGH ≻───

The J. C. Ceitrell Lumber Company is making good headway with its bardwood operation in Virginia and is getting more business from the mining and industrial concerns than for a long time. It has been troubled of late by a scarcity of men due to the apple harvest in that section.

The Allegheny Lumber Company notes some improvement in general conditions but says that it still takes mighty hard plugging to bring the orders across in good form. It believes that hardwood manufacturers will shortly follow the lead of yellow pine men in raising prices.

The West Penn Lumber Company was lately admitted to membership in the Pittsburgh Wholesale Lumber Dealers' Association. Its managers are R. H. Erving and E. H. Stoner of the old Flint, Erving & Stoner Company.

The Kendall Lumber Company according to Sales Manager Young, finds business better all along the line. Industrial conditions are greatly improved in the Pittsburgh district and as a result mill and mine orders are coming forward in much better shape.

President J. N. Woollett of the Aberdeen Lumber Company, says that in his specialties, gum and cottonwood, there is no special increase in demand. Some manufacturers are beginning to figure around on next year's requirements but few contracts are being signed.

A. Rex Flinn, president of the Duquesne Lumber Company, was wedded last week to Miss Eleanor Bradley of Brookline, Mass. He is one of the most popular and aggressive of the younger lumbermen in this city.

Hugh V. Hazeltine, secretary of the Chamber of Commerce at Warren, Pa., and Charles Forsgren, manager of the Conewango Furniture Company

of the process of the

#### ≺ BOSTON >=

on, No. 100 B. I. t. I are recorded to confirm at all tasks to the confirmation of the tasks to the confirmation of the Bord retreet, East Boston. With an area of about 200,000 square feet and modera facilities for prompt and economical handling of stock, the new world to one of the best in the city.

To W. 10 and the section of the president and W. H. Ames is treasurer. This tirm it is understood will handle largely stock from West Virginia and the surrounding section.

The Pacific Coast Lumber Company, after having adde an assignment, has held a meeting or its creditors and the affairs of the concern are now before them. This company, operating its yard in Medford, Mass, seemed to have an excellent earthed and the schedules as now reported indicate an ability to pay creditors in full, provided of course that its book and other assets are converted with prudence.

A series of very disastrous fires have occurred in the Boston district the last two weeks. Both the property loss and sacrifice of life have been heavy and a new impetus has been given to fire hazard agitation. The largest lumber fire was on October 30, when the Joseph F. Paul & Co. plant, Albany and Bristol streets, Boston, was damaged with a loss of about \$15,000. Being in the heart of the old South End lumber section, this fire had every appearance of destroying at least the whole of the Paul buildings and stock, but being located across the street from fire head-quarters of the city, the blaze was controlled within their yard. A three alarm, fire at Courseles on Nov 2 citted the furniture factory occupied by James Howard.

#### ====≺ BALTIMORE ≻=====

The located of date ters of the National Lumber Exporters' Association has decided that the annual meeting of the organization shall be held at the Hotel Sinton, Cincinnati, on January 21 and 22, 1916. This was the place of meeting last January, and Cincinnati was again chosen because of the easy accessibility of the city to the great majority of the members. It is confidently expected that a large attendance will be brought out, as numerous important problems created by the war claim the attention of the shippers of lumber, and action of far-teaching importance is looked for.

A number of sash and door men from the West have been here in the course of eastern business trips in the last two weeks. The visitors included J. A. Gabel, president of the Pacific Mutual Door Company, Tacoma, Wash.; and C. W. Caley, eastern manager for the Pacific company, with headquarters at New York; H. M. Hurd of Anson, Gilkey & Hurd, Merrill, Wis., and August Von Boechlin of the Washington Manufacturing Company, Tacoma, Wash. All reported an improvement in the trade, with the demand better and prices on the advance.

Because of the illness of Charles Macgill James, a son of Norman James, president of the N. W. James Lumber Company, at school in Exeter, N. H., the marriage of Mr. James and Miss Isabella L. Hagner, former social secretary at the White House, was hurried, and took place last Tuesday in St. John's Protestant Episcopal Church at Washington. The two daughters of the groom, Misses Margie and Amelia, were the only attendants, with Hamilton Post taking the place of the son as best man. Mr. and Mrs. James postponed the contemplated wedding trip to California, and hurried to Exeter instead, to nurse the son, who has typhold fever.

The managing committee of the Baltimore Lumber Exchange held its monthly meeting last Monday, but transacted only routine business aside from making preparations for the annual meeting on the first Monday in December, when officers will be elected. A committee will be named to nominate a ticket.

Information was received in Baltimore last week of the death on October 7 of Walter John Sharp of the well-known timber firm of Churchill & Sim. London. Mr. Sharp was thirty eight years old and had been ill for some time with consumption. In the hope of staying the malady he went to Torquay, where he died. The deceased was in charge of the Liverpool office and had made several business trips to the United States.

The building activity in Baltimore is showing some improvement. For September the value of the new structures for the erection of which permits were issued amounted to \$499.876, with \$62,315 more for additions and \$32,000 for alterations. This brings the aggregate for the nine months of the present year up to \$10.376,726, but does not take in the millions expended on construction in the immediate vicinity of the city, especially at Curtis Bay, where improvements estimated to cost \$5,000,000 alone have been or are being reared.

#### ≺ COLUMBUS ≻

Building operations in Columbus are still fairly active as is shown by the records of the city building department, although they do not come up to the totals of the previous year. This can be explained, however, by the fact that many large structures were started in October, 1914, while none of the

# THINK

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15,000,000 Feet of Fine Quartered White Oak, Plain White and Red Oak, Poplar, Ash, Tupelo and Sap Gum

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### WE WANT WALNUT

It was have black Walnut burners of the condition to and some larger of levels and the condition of the cond

PICKREL WALNUT CO., 4025 Clara Avenue, ST. LOUIS



Fig. r buildings have the first for the counting of planting October 1915, there were 2000 runness in old laying a variation of \$300,085 as compared with 201 per integral a velocity in old \$600,020 in October, 1914. Since the first of the volution of \$4.4 to 7.6 and only in old velocity runness and a valuation of \$4.4 to 7.6 and only involved velocity to 2.400 per and a valuation of \$5,500,480 in the corresponding period in 1914.

J. R. Devine has become associated with the E. J. Thomas Lumber Company of Cincinnati, Ohio, and will travel Ohio and Indiana in the interests of this concern.

The Citizens' Lumber Company is a new concern with office in the Ohio building, Toledo. It was organized by Norman L. Hanson, vice-president of the Citizens' Banking Company, Perrysburg. It will carry on a wholesale business.

A. L. Shaw & Co., Mechanicsburg, O., recently began the wholesale and commission cypress lumber business.

Fire of undetermined origin damaged the plant of the Compressed Wood Preserving Company, located on Spring Grove avenue, Cincinnati. The blaze was discovered by a policeman, who turned in the alarm. The department had a hard fight to subdue the flames. The fire started in the boller room, and three bollers, several sheds and several sawdust machines were damaged. The loss was estimated at \$5,000.

Joseph F. Meader, one of Cincinnati's pioneer furniture manufacturers, died recently at his home in Avondale, a suburb of this city, of infirmities incident to old age. Mr. Meader was eighty-eight years old. He was one of the first men in Cincinnati to establish a furniture factory on a large scale.

W. A. Phelps of Dayton, who was elected secretary of the state association at its meeting in Toledo last spring, and who has been making a 6,000-mile automode trip through Ohio in the interests of the lumber industry, has accepted a position with the Toledo Commerce Club as manager of the convention bureau and publicity department. Mr. Phelps will edit the Commerce Club News, a weekly bulletin, and will conduct the general publicity department. He began his duties on November 1.

Fire completely destroyed the two-story wood and brick building owned by the DuBois and McCoy Lumber Company of Bellaire, O., also the yards of the Anderson & McGregor Lumber Company adjoining. Both are a total loss. The Bellaire fire department, being found inadequate, an emergency call was sent to Martins Ferry. The loss is estimated at \$75,000, the DuBois & McCoy Lumber Company's loss being between \$40,000 and \$50,000, with insurance amounting to \$15,000. The fire was caused by an explosion of gasoline in a motor track of the DuBois company.

R. W. Horton of the W. M. Ritter Lumber Company reports an improvement in the hardwood demand both from retailers and manufacturing concerns, though the former is the best feature. Prices are firm and advances have been recorded in FAS, white and red oak. Shipments are fairly prompt. Stocks in the hands of retailers are not large in any section.

J. A. Ford of the Imperial Lumber Company says the demand for hard woods is better and the tone of the market is improving. He looks for a good trade during the fall and early winter.

#### ← CINCINNATI >

Lumber, held from which has been between the Kernikev courts in fitter years was suddenly and unexpectedly brought to a close at Winchester. Ky, last week when attorneys for the Kentucky River Coal and Timber Company and the Kentucky Coal Lands Company reached an agreement for their clients. Three thousand acres of coal and timberlands were involved in the suit, the property, which is situated in Leslie and Clay count.

The Maxwell Motor Car Company, a large branch of which is located at Dayton, O., announced recently that extensive improvements would be made in its factory, which will mean the employment of a larger force and greatly increase the output. The main work done at the Dayton plant is body building, which requires much wood.

The State Public Utilities Commission last week handed down a decision in which the W. H. Settle Lumber Company of Cincinnati, lost its complaint against the Baltimore & Ohio Southwestern Railroad regarding freight rates. The case came up last April when the Settle company complained that the suburb of Madisonville, in which the company's plant is located,

4,8 1 1 1 to cation, however that he of Thy continue n Moles tyelle and .1. 1. of the front the innath t Settle concern to 1.1. it the Interstate continuous designation by ( ) ( ) ( ) or your last Circutati lumbermen are \* \* \* \* \* \* 1 \* \* \* - Challer concern are located in Madisonville and advocat territory,

The first state of the West of the first state of Rocker Manufacturing Company, at Cleveland. Ohio was of interest to Cincinnati Iumber and fath from the first state of the F. B. Bostwick, Theo-Herz, Joshua Elseffer, O. J. Zimmer and A. W. Wittenberg, are known to

Company went under in August, 1913 immediately after the sudden death of the great lumber plant at Eighth and Evans streets, was sold at public anction to satisfy a control of the largest in the country. All efforts to sell the plant in its entirety were unsuccessful, so the flatures were nucleoned of separately, armsing but it the entirety were unsuccessful, so the flatures were nucleoned of separately, armsing but it the entire to the sell of the second of the largest in the country.

Cincinnati's Chamber of Commerce convention and publicity committee, aided and abetted by the lumb rmen, succeeded in capturing the 1916 convention of the Manufacturers' and Importers' Association of America. The big meeting and large exhibit will be held in the spacious wings of Music Hall February 7 to 12, inclusive

Judge A. D. Apperson of Mount Sterling, Ky., within the Cincinnati lumber district and well known to the local trade, recently purchased the extensive Roper Reece Lumber Combany's property in Morgan county, Kentucky, apprais dat \$199,000, for \$91,000. The property was sold by Trustee W. A. Duncan in bankrupty proceedings. There are 10,000 acres of timberland on the property, improved with railroads and sawmills. The big concern failed last March, with liabilities of \$150,000, of which \$115,000 was in send and \$2,000 on here against the timber. It is by far the most extensive timberland property in that section of Kentucky.

The Norfolk & Western Railroad is beginning to get the general improvement fever and recently placed an order for 1,000 new cars. The order is to be alled in the company shops at Roanoke, Va. It is said that the new cars will be the largest of their kind yet built by any road, each having a hading capacity of ninety tons. The cars will be put in commission as fast as they are turned out.

The Chesapeake & Ohio recently announced that the railroad will expend soon more than \$2,000,000 in improvements on the right of way, stations and general equipment. One thousand seventy ton cars, each costing \$1,600, have been authorized.

At Minerva, Ohio, the Minerva Manufacturing Company has been incorporated for \$25,000 to deal in articles of wood and metal, with F. M. Murphy, E. N. Robbins, Austin Lynch, F. A. McGowan and James K. Lynch comprising the firm.

The Cincinnati, Hamilton & Dayton Railroad has just placed an order for \$50 box cars. This order is in line with a general improvement recently ordered throughout the system. Many thousands of dollars will be spent in creeting and repairing stations along the route, rebuilding the track and new rolling stock.

#### 

The Skinner Bendfag Company is still busy with auto rims and does not report much increased activity in wagon and buggy business. Stocks are plantiful. Processing to take

Toledo building operations, according to permits issued from the city hall between the periods of January 1 and October 30 amount to \$6.515,343 which shows a gain over last season of nearly \$900,000, and it is believed this will easily reach the million dollar mark before the season ends. Permits for factory construction during the year amounted to \$1.240,324. Besides these figures there is an immense amount of building which is not included but which is properly Toledo building just the same. Hundreds of residences have been built on suburban properties, some of which have amounted to a: high as \$25,000.

The Booth Column Company is running close to the rim of the season and business is commencing to slow down. The concern has had a good year and is fully satisfied with the showing made.

The Toledo Lumbermen's Club enjoyed a banquet last week at the Boody House, which was one of the highly enjoyable social affairs which are becoming a feature of this organization. A mock trial caused a great deal of amusement.

The C. D. Lease saw and planing mill at Tiffin, O., has been taken over by the Tiffin Lumber Company.

#### =====≺ INDIANAPOLIS >=====

Three creditors of the Independent Lumber Company of Lafayette recently filed in federal court here a petition in bankruptcy, alleging that the firm is insolvent. The claims against the company amounted to about \$6,000.

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This shows the possibility of FIGURED QUARTERED RED GUM as sed as our private office. We specialize this word

# Importers and Manufacturers

# Mahogany

and

Cabinet Woods SAWED AND SLICED

Quartered INDIANA White Oak, Red Oak, Figured Red Gum, American Walnut, Etc.

> Rotary Cut Stock in Poplar & Gum for Cross Banding, Back Panels, Drawer Bottoms & Panels.

# The Evansville Veneer Company, Evansville, Indiana

The White River Lumber Company of South Bend was incorporated a few days ago in this state to buy and sell at wholesale and retail. The capital stock was \$5,000 and the directors are Charles G. Pewell, Fred J. Roys, and Vec O. Woodruff.

A sawmill owned by Elmer Owens of North Vernon, Ind., was burned recently causing a loss of \$5,000. There was no insurance.

C. E. Wilder, head of the Wilder Lumber Company of Brazil, Ind., died late last month at his winter home in Manatee, Fla. He was seventy-nine years old, and was considered one of the best-known lumbermen in the state.

The H. F. Reis Lumber Company of St. Louis was allowed damages to the extent of \$5,539 in federal court here last week against the Talge Mahogany Company of this city in a damage suit in which the plaintiff sought \$10,000. The Reis company alleged that the Talge company had sold it 1,000,000 feet of hard lumber in Wayne county, Missouri, and that the lumber was to be hauled by the defendant to the Frisco lines before August 1, 1914. On that date 600,000 feet of the lumber had not been moved. Before the plaintiff could move the lumber to some point from whence it could be shipped, it was alleged that prices had dropped to such an extent that the Reis company sustained a substantial loss.

The Issaquena Land and Lumber Company of Terre Haute, Ind., last week filed a preliminary certificate of dissolution with the secretary of state.

#### =< EVANSVILLE >=

Veneer manufacturers in Evansville and vicinity report trade better now than it has been at any time this year. George O. Worland, manager of the Evansville Veneer Company, says his plant is being operated on full time and that the outlook for future trade is most flattering. Mr. Worland is an optimist and believes that business conditions the country over will continue to improve.

Daniel Wertz of Maley & Wertz has returned from a business trip in the northern part of Indiana and reports business conditions in that section improving.

John O. Tate of Ashland, Ky., representing the Pioneer Refrigerator Company, recently interviewed several furniture manufacturers here about having 3,000 refrigerators made before spring, or before he can build a new factory. Mr. Tate was well pleased with Evansville as a factory site and may decide to build his factory here.

J. E. Sights, a well-known lumber dealer and planing mill owner of Robard, Ky., a few miles south of here, was recently stricken with heart trouble while attending the Masonic lodge and died a short time after

being taken to his home. He was one of the best known lumber dealers in western Kentucky. He is survived by his widow and five children.

At the regular monthly meeting of the Evansville Lumbermen's Club, which was held at the Lottie hotel November 9, several of the local planing mill owners attended. They have been asked to become members of the club and it is expected that most of them will decide to join.

The plant of the Kelsay Hame Company is now running on day and hight schedule and Newton Kelsay, president of the company, reports that the outlook for the future could be no better.

The plant of the Evansville Edge Tool Company is running on a schedule of eleven bours a day with a force of 175 men. The company has recently received orders for tools from England, South Africa and Russia.

Charles W. Wittenbraker, a local attorney, a few days ago purchased the assets of the New Cabinet Company here, consisting of machinery and stock on hand, the price paid being \$4,500. The purchase was made at rublic auction conducted by Guild C. Foster, the trustee in bankruptcy. Wittenbraker announced that he was acting for local capitalists who hope to reorganize the company and start the plant operating soon. The New Cabinet Company was organized about a year ago for the purpose of manufacturing kitchen cabinets. The company filed its petition in bankruptcy recently, the assets being about \$28,000 and the liabilities about \$62,000.

The timber on a tract known as the John Lusk land in Parke county, Indiana, and consisting of walnut, white oak, poplar and hard maple has been sold by Howard Maxwell, as administrator, to Horace Heller of Rockville, Ind., agent for the Hoosier Veneer Company at Indianapolis. It is all virgin timber and estimated at about 1,500,000 feet. The price paid was \$34,400. The land lies several miles east of Terre Haute, Ind.

The river mills here have been bringing in few logs from Green and Pond rivers in western Kentucky during the past month and the manufacturers have contracted for few if any logs for the coming year.

F. M. Cutsinger, well-known hardwood manufacturer, recently returned from a business trip and reported a better feeling among the manufacturers and retail dealers. He says the impression prevails that trade will continue to improve.

The Dixie Bee Line Association, which promises to build an improved automobile highway from Danville, Ill., to Nashville, Tenn., held a convention here November 4 at which time the official route of the road was announced. Mayor Benjamin Bosse, head of the Globe-Bosse-World Furniture Company. is president of the association, while John C. Keller, traffic manager of the Evansville Lumbermen's Club, is secretary.

Bert Tisserand of this city who was with the J. C. Greer Lumber Company here for three years and who resigned several months ago to go with

Having still the ried test of the e and even pronounced ideal.

#### Perkins Vegetable Glue

now gains still further distinction by being pronounced by United States District Court "meritorious and valuable, and a distinct advance in the art."

The Perkins patents were sweepingly sustained in a broad decision by the court.

The Perkins Glue Company is the only company that has made of vegetable glue a perfect product.

J. M. S. Building

# Competition Stimulates Quality

A buyer's market invariably results in quality competition in manufactured goods—for obvious reasons. Quality competition without added quality to back it is disastrous—requiring more rigid guarantee of goods it means that the man not able to improve his product here and there to approach perfection is merely betting with himself on whether he will or will not have to make good on stock which, to get the order, he guaranteed.

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#### Perkins Vegetable Glue

is guaranteed to be uniform, requires no hot, obnoxious glue room, will not sour, costs 20 per cent less than hide glue.

Use Perkins Glue and make your guarantee safe for you

# PERKINS GLUE COMPANY SOUTH BEND, IND.

Originators and Patentees

To Brooks Scannon Car pany of Kentwood, Lar, har again associated himself with the Jot, Greer Limber Company and has been assigned to his old territory. The Jot Greer Limber Company, which has in the past handled pine exclusively, is now handling a fine line of 1 crowoods.

Because the Karges Wagon Company of this city is now running full educity and ten hours a day. W. T. Karges, president of the company, refused to accept a large order for wagons from the British government a few days ago. Mr. Karges says his plant has been running full time all summer and that he now has enough orders to keep it busy for many months to come. He said six months ago his company would have been glad to get a war contract, but now he cannot afford to have his domestic business interfered with.

Charles N. Buchanan, aged eighty-five years, a retired lumber dealer, died at his home in this city on Monday, November I. death being due to the infirmities of old age. For many years he lived at Hawesville, Ky., where he was engaged in the lumber and milling business. His body was slipped to Hawesville for burial. Mr. Buchanan retired from the lumber business eight years ago. He is survived by his widow and five children.

The Blount Plow Company will erect a part of its contemplated new factory on Outer Fulton avenue some time next spring, according to Walter E. Blount, president of the company.

#### ==< MEMPHIS **>**=

A number of members of the trade here who have been in the consuming sections of the United States have returned to Memphis and are very much impressed with the outlook for business this fall and winter. It is pointed out that buyers are showing a great deal more interest and that, as their stocks are comparatively smill, there is every indication of marked activity in the near future. Among the lumbermen who have made extensive trips are C. G. Kadel of the Riel-Kadel Lumber Company, R. J. Wiggs of R. J. Darnell, Inc., and J. E. Stark of James E. Stark & Co.

C. L. Wheeler of J. W. Wheeler & Co., Madison, Ark, was in Memphis a few days ago. He reported that the big mill of the company at that point was working twelve hours per day and that, owing to the recent increase in demand for lumber, he had withdrawn his old price lists and had issued new ones on a somewhat higher basis. Mr. Wheeler said while in Memphis that he regarded the outlook as particularly encouraging at this time.

J. H. Townshend, secretary of the Southern Hardwood Traffic Association, has returned from Chicago, where he went to confer in regard to the answers to be filed with the Interstate Commerce Commission involving reclassification of lumber. The board of managers of the Southern Hardwood Traffic Association has been working on this subject quite

vigorously for some time and it is understood that at a meeting to be held here the latter part of this week the answers will be finally put in shape for forwarding to the Interstate Commerce Commission.

The Wisconsin & Arkansas Lumber Company at Malvern, Ark., has resumed logging operations with a view to starting up its machinery the first of the new year. It suspended both logging and milling operations about the last of June, but has made such inroads on its stock of lumber through deliveries since that time that it finds it necessary to start up its machinery soon if it is to be in position to take care of orders now in sight.

The Chapman Dewey Lumber Company at Marked Tree, Ark., is another of the larger firms in the part of this country to resume operations. It has started up its big band mill after a suspension covering more than a year. The Chapman Dewey Lumber Company has offices in Memphis. It is understood that the other hardwood industries at Marked Tree, some of which have been running for some time, are increasing their operating hours on account of orders now being received by them.

W. L. Briscoe, for some years manager of the plant of the Dermott Land & Lumber Company, Dermott, Ark., is making arrangements to open a retail lumber yard at McGehee.

The N. F. Coffey & Sons Manufacturing Company at Black Rock, Ark., has purchased the plant of the old Dunckel Box & Lumber Company at that point and will use this for the manufacture of cabinet stocks and all kinds of hardwood dimension material.

Lumbermen throughout this section are very much interested in certain tests which are being made at the plant of Geo. C. Brown & Co. at Proctor, Ark., under the auspices of the Forest Products Laboratory at Madison. Wis. These tests consist of an oak mill-scale study and in conducting them 400 oak logs will be used. Exact records will be kept showing the time required in sawing, the amount of waste and other salient points. The lumber will be inspected by representatives of the two big hardwood associations and inspectors of these organizations will record all details. This lumber will be piled separately and, when it has dried, it will be reinspected by the same gentlemen. Similar tests have before been made, but they have been conducted in a rather limited way and with other material than oak. The outcome is expected to prove of much value to manufacturers of oak lumber in all parts of the South and this accounts for the unusual interest shown therein.

#### =≺ NASHVILLE **>**==

The Cherokee Table & Manufacturing Company, with authorized capital stock of \$40,000, has been incorporated at Maryville, Tenn., by C. Pflanze and others. The company will manufacture wood products.

The Witt Lumber Company of Knoxville, Tenn., has been in apprated by J. R. Witt and others. The authorized capital stock of the company to \$15,000.

The Nashville, Chattanooga & St. Louis Railway has announced an enlargement of its car building facilities, so as to give employment to about 200 men additional to those now employed. This is due to increased business, and the demands of the railroad for rolling stock.

The complaint of the Nashville Lumbermen's Club, seeking to obtain allowance of 500 pounds for car stakes on log shipments, filed against Louisville & Nashville, will come up for hearing at Nashville December 4 before Examiner Graham of Interstate Commerce Commission.

P. J. Loevenhart, who recently closed out his hardwood lumber business in Nashville to remove to Louisville to engage in business, has been elected an honorary member for life of the Nashville Lumbermen's Club, as a mark of esteem in which he is held by the local trade. He was head of Loevenhart & Co.

A suit of interest is pending in the United States District Court, being an action brought by the United States District Attorney for \$2,000 against Lieberman, Loveman & O'Brien to recover \$2,000, the value of poplar timber, alleged to have been cut from government land and sold to the firm by trespassers.

A. J. Smith has installed a mill in Nashville for the manufacture of Tennessee red cedar, and will carry a large line. Mr. Smith was formerly a member of Smith, Dies & Alexander. He will handle the output of plants at Martha and Lebanon, Tenn.

The Crutcher-Owens Manufacturing Company of Nashville, with authorized capital stock of \$50,000, has been incorporated by R. S. Crutcher, J. D. Owens and others to manufacture adjustable hospital beds, reclining chairs, davenports and other articles of wood and metal.

#### —≺ BRISTOL ≻

With the approach of the dry season the large land companies in this section are taking steps to prevent forest fires. The government is assisting and has just put to work several patrolmen for the government forests east of Bristol.

The Dungannon Lumber Company will soon resume operation of its band mill at Dungannon, Va., where it now has 2,000,000 feet of logs on its yards ready to be cut.

The Kingsport Lumber Company is preparing to operate on a larger scale near Kingsport, Tenn., and this week put to work lifty additional laborers.

It is believed that the large mills in this section will run regularly through the winter, in view of improving trade conditions. Many of the smaller mills have already closed down while others are still running.

Bristol lumbermen are busier than for some time and report better prospects for trade. A larger volume of stock is now moving and it is expected that slapments will continue to increase.

#### =≺ LOUISVILLE >=

The annual meeting of the Louisville Hardwood Club, which was to have been held November 2, was postponed until the following week on account of a conflict with the general election. A full report will appear in the next issue.

Local lumbermen have protested to the Interstate Commerce Commission against approval of the advance in through rates from the Southeast contained in a supplement to Hinton's Tariff, which provided that the new rates become effective December 4. The advance indicated is one cent. It is believed that the commission will suspend the supplement until shippers affected have a chance to state their side of the case.

The matter of reconsignment in transit, which has been agitating lumbermen in Louisville since the Louisville & Nashville abolished the privilege, has not yet been finally disposed of, but it has been indicated that the L. & N. will permit this to be done hereafter on payment of a charge of \$5 per car. This policy has recently been adopted by the Nashville, Chatfanooga & St. Louis, a Louisville & Nashville subsidiary. Lumbermen in Cincinnati and elsewhere have been working with those in Louisville to put the change over.

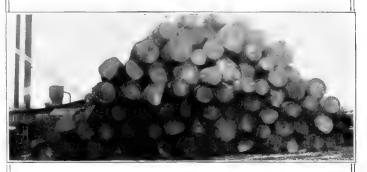
The sawmill of the C. C. Mengel & Bro. Company, which has not been operating for several months, was started up again last week. The company got in another cargo of mahogany logs recently, and also has a big stock of walnut on hand. The dimension mill will have to be operated at night hereafter on account of the big development of business for this department. The general improvement in the lumber trade has included mahogany, and the demand for both lumber and vencers has been much better than heretofore.

State Forester J. E. Barton has indicated in his annual report, which has been sent to the printer and will be submitted to the legislature when it meets in January, the sort of legislation which he believes should be enacted in connection with forestry work. He suggests that lands which are being reforested be taxed lightly, to encourage their use for this purpose, and also that a larger sum be provided for co-operative work with the federal government. In his report Mr. Barton sets forth the work which has been done at the nurseries in Louisville and Frankfort. Two acres in the form of seed beds will be added this fall to the Louisville nursery, which at present has a stock of 53,000 seedlings and transplants

My books are open to prove that every one of the below logs with similar pile immediately behind is

### Real Indiana White Oak

The two piles contain 100,000 feet and not a log is under 24 inches. No other oak ever went through my mill.



Of course it is to my interest to get the highest quality of lumber and veneer (hence greatest return) out of such raw material.

Experienced buyers will need no further reason why they should at least get in touch with me.

# CHAS. H. BARNABY

Greencastle, Indiana
BAND SAWED LUMBER AND VENEERS

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SUCCESSOR TO
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Manufacturers of All Kinds of Band Sawn Hardwood Lumber

We Have Specialized in

High Grade Quartered Oak

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I TS or and a militans I NI office an invarying testing has a silky softness that delights and contents your workers.

TS beautiful, clean boles make possible unusual widths and lengths in which we specialize.

#### All Kentucky Stock Should Attract You

4 cars 8 i I g Lin Horl
2 cars 8 i No. 1 common A
horr Horl Mills
3 cars 6 i I g Lin Lor 1 i
15 cars 4 i No. 2 common
Plain White Oak
50 cars 4 i No. 2 common
Plain Red Oak

1 N. 1 commed.
Whit Oak
1 Whit Oak
2 N. 3 Commen
Plain Red Oak
1 1 Sound Wormy Oak
10 cars 44 Sound Wormy Oak
5 cars 44 Common & Better
Chestnut
2 1 4 1 Wormy
Chestnut
3 1 No. 3 Common &
Better Poplar

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Ceiling and Dimension
Boards

CAN SHIP MIXED CARS OF ROUGH AND DRESSED MATERIAL, ALL FROM STRICTLY WEST VIRGINIA TIMBER

Planing Mill and Dry Kiln Facilities

The McClellan-West Lumber Co. Bluefield, W. Va.

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A control of the material of t

The demand for railroad ties is reported better. Country mills cutting ties state that buyers are again in the field and that the outlook is for

better business in this direction.

Judge Lewi: Apperson, Mt. Sterling, Ky., has purchased the mill, timberiand and railroad of the Roper-Reece Lumber Company of Morgan county, K t. | 1 or 804,500 It was appraised at \$100,000. The habilities of the company amounted to \$150,000.

#### ——— ≺ ST. LOUIS ≻—

October receipts of lumber in St. Louis, as reported by the Merchants Exchange ware 16,260 cars of lumber as against 14,899 cars received during October last year, a gain of 1,370 cars. Shipments were 11,220 cars compared with 11,148 cars last October, a gain of 75 cars.

The estimated value of local building operations during the month of October showed a slight increase as compared with those of the corresponding mouth a year ago. There was also a slight gain in the number of permits issued. Last month's estimated value of new buildings and alterations was \$1,050,031 while a year ago the estimated value was \$1,115,874, a gain this year of \$98,744. The number of permits issued during October this year was \$39 compared with 756 last October, a gain of \$3.

The board of directors and insurance committee of the Lumbermen's Exchange of St. Louis at a recent meeting held on October 19, to consider the proposed elderance to create a fire marshal for the city, unanimously adopted a resolution endorsing the bill and later both the board of directors and the insurance committee attended a public hearing on the bill. Chas. E. Thomas, president of the exchange and Geo. E. W. Luchrmann, chairman of the insurance committee, spoke in favor of it.

Vice-president and Treasurer Lewis R. Armstrong, of the T. J. Moss Tie Company, died of heart disease at his residence in St. Louis on October 15. He had one attack in his office two days previous to his death and another a few hours previous to his death. Mr. Armstrong left a wildow and a daughter, who was attending Vassar College. Mr. Armstrong was born in Aberdeen, Miss., December 3, 1860 and came to St. Louis in 1877. In 1898 he joined the T. J. Moss Tie Company and in 1906 become vice-president and general manager.

The changes that have been made in the by-laws and constitution of the Lumbermen's Exchange, so as to permit the formation of the federation of lumber industries, and which were filed with the St. Louis circuit court, have gone to the secretary of state and it is expected that they will be certified to at that office this week and returned to St. Louis. Just as soon as they are received everything will be ready for the new organization.

The banquet of the Lumbermen's Club which was set for the latter part of October and postponed for various reasons, has been reset for November 20, when it will be given at the Mercantile Club. Julius Seidel, chairman of the entertainment committee, promises a unique programme.

Fire destroyed the sawmill of the Chas. F. Liebke Hardwood Mill & Lumber Company on October 30. The fire was caused by a heated journal. The mill has been running overtime to fill orders for the Anglo-French allies and extra men had been employed. The Liebke company had about completed a contract for \$400,000 worth of lumber for the allies and bad entered into a new \$200,000 contract. Joseph E. Liebke, president of the company said the contracts called for rough boards, which were to be shipped to Hull, England. He did not know what use was to be made

of the boards. Much lumber has been purchased in America for trench building and winter quarters. He said the sawmill would be rebuilt at once. Mr. Liebke estimated the loss at about \$75,000.

# =≺ ARKANSAS ≻=

Material improvement has been noted in the movement of lumber in Arkansas during the past thirty days, according to the repr sentatives of railroads and traffic associations. The number of cars slapped is much larger at present than it has been for the past several months. Prices are continuing to advance, too, and this change for the better is particularly noticeable in the hardwood business. From various parts of the state come reports of increasing activity in mill operations. At Heber Springs, for instance, all the mills are now running at full time, including the cooperage plants. Considerable difficulty is being experienced at many points in securing cars in sufficient numbers to supply the needs. local hardwood business has assumed healthy proportions, and Little Rock is fast becoming a hardwood center of importance. Up to three years ago there was little or no hardwood lumber shipped from Little Reck, but last year, in spite of the exceedingly dull market and general depression in this line, more than 50,000,000 feet of hardwood timber were forwarded from this city to points in the East. There are now three hardwood plants in Little Rock which ship out on an average of 30,000 to 40,000 feet daily. They are the Kansas City Hardwood Flooring Company, the Little Rock Lumber and Manufacturing Company and Brown & Hackney, Inc. These three hardwood plants have been located in Little Rock during the past three years as the result of the efforts which have been put forth by the local Chamber of Commerce.

The W. R. Shanklin Planing Mills Company of Lincoln, Neb., is considering the matter of locating a plant in northwest Arkansas along the Frisco & Missouri and North Arkansas railroads. According to information recently given out by George R. Johnson of Favetteville, that city is being considered as an advisable point for locating the plant. He states that the company will probably invest \$75,000 in Arkansas. It is engaged chiefly in the manufacture of hardwood flooring and hardwood panels. Mr. Johnson, formerly of Pine Bluff, has been engaged in the lumber business in Arkansas for several years.

## -----≺ MILWAUKEE >=

The Kieckhefer Box Company of Milwaukee has increased its capital stock from \$100,000 to \$600,000.

The Menasha-Neenah Lumber Company of Neenah, Wis., has amended its articles of incorporation, increasing its capital stock from \$75,000 to \$125,000.

The Willson Manufacturing Company, Appleton, Wis., manufacturer of meat blocks and bowling pins, filed a voluntary petition in bankruptcy in the Milwaukee federal court on October 30, scheduling liabilities of \$7,253.77 and assets of \$17,750.15. Assets included stock valued at \$2,700; site and building, \$5,314 and machinery, \$6,559.

The Thomas S. Watson Company, engineering concern of Milwaukee, has prepared plans for the wiring and installing of twenty-two motors and other power equipment in the new plant of the A. W. Schram Manufacturing Company, which is erecting a furniture factory at Ladysmith, Wis. The main building will be four stories high, 60x132 feet in dimensions. W. E. Polley of Oshkosh, Wis., is the architect and builder.

The Northwestern Lumber Company has finished its season's run and has closed its sawmill at Stanley, Wis., after cutting 25,000,000 feet of hardwood, hemlock and pine. The company experienced the most successful summer sawing season in five years.

The sawmill of E. L. Hawn at Ruby, near Chippewa Falls, Wis., was destroyed by fire of unknown origin recently, entailing a loss of about \$10,000. The planing mill and lumber yards were saved. It is understood that the sawmill will not be rebuilt.

The Holt Lumber Company of Oconto, Wis., has closed its sawmill for the remainder of the year. The company has cut about 20.000,000 feet of lumber, including pine, spruce, hemlock and hardwoods of different kinds and grades.

The Rice Lake Lumber Company of Rice Lake, Wis., has, it is estimated, 100.000,000 feet of standing timber, enough to enable the company to operate its Rice Lake sawmill for six or seven years more without buying more timber.

The Jacob Mortenson Lumber Company of Wausau, Wis., will soon suspend operations at its sawmill, after a continuous run since January 16, during which period the mill has sawed about 12,000,000 feet of lumber. 'The mill will be overhauled and will be placed in operation again about January 1.

The Wisconsin Folding Box Company has been organized at Sturgeon Bay, Wis., and will be incorporated with a capital stock of \$30,000. A plant will be leased or a new one will be erected and the manufacture of patent folding berry boxes, berry crates, cheese boxes and similar articles will be taken up. A small veneer mill will also be installed in connection with the plant. Officers of the new company include: E. B. Olson, president; F. W. Bebo; R. C. Totzke, secretary and general manager. Mr. Totzke is still president of the Sturgeon Bay Fruit Package Company but will sever his connection with this concern. An experienced box manufacturing man from Michigan will be superintendent of the new plant. Mr. Totzke has patents on several types of folding boxes. The

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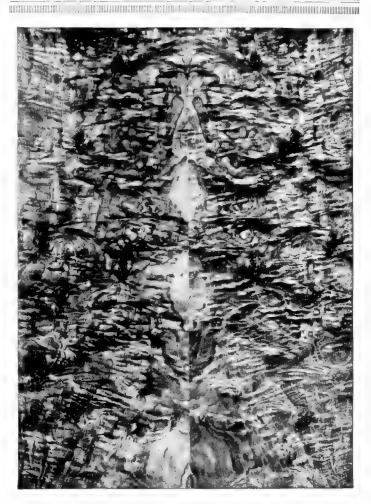
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Manufacturers of Hardwood Lumber, Oak & Poplar especially Our location makes possible quick delivery of anything in timbers and hardwood lumber

DAY LUMBER & COAL CO. Manufacturers YELLOW POPLAR and WHITE OAK GENERAL OFFICE-JACKSON, KY.

OHIO VENEER COMPANY Manufacturers & Importers FOREIGN VENEERS 2624-34 COLERAIN AVENUE



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Photograph of American Walnut Rotary Cut Panel produced in our Veneer Plant. We also manufacture built-up stock of every description used in furniture and fixtures in any thickness, consisting of nicely figured Quartered Gum and Oak, Mahogany, Plain Oak, Yellow Pine, Red Gum, Birch, Ash, Elm, Sycamore, Soft Maple, Plain Gum and Cottonwood.

For particulars, please write

St. Louis Basket & Box Company

143 Arsenal Street 

ST. LOUIS, MO.

# 1915 CUT NOW DRY

4.000.000 Feet

# Wisconsin Hardwoods

BIRCH

BASSWOOD

MAPLE

ELM

VEEW SPECIALS

s cars 1 No. 2 & Better Wis, Oak 2 cars 1 No. 2 & Better Ash 5 cars 1 No. 2 & Better Soft Maple

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J. H. O'MELIA LUMBER COMPANY Rhinelander, Wis.

# Kentucky Veneer Works

HIGH-GRADE-WELL-MANUFACTURED

# eneers

IN SAWED AND SLICED QUARTERED WHITE OAK AND QUARTERED RED GUM. OUR ROTARY CUT GUM AND POPLAR CROSSBANDING VENEERS ARE EXCEP-TIONALLY GOOD.

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Now have five to ten cars in shipping condition

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Vary in the safe at Massac at ideal that Owen W Owner the Record of Michael Company of the Secretary Mr. Owen satisfied an access of the control of the force him into we are the fury. involuntary banks of a ded the sort was safeged in the state of the contareral Savings Bank of Receive Was where a good of their good operations mount has to \$46,000 A. J. Karata Wallington and the of banking was de of the petitoris establish

The South Shit blacker Completed Mixtone went out in the first and of elegations, which the Life Life Limiter Company, also of M wanker never to a dieles to the the december by the Wisconsin supreme court with the deeps a lost track the Milwaukee county circuit court that the point of had properly cloud the parties made defendants. 11. South Side I Common and that Stephen II Eller, formerly president of both ..., and .. where veits adverted funds of the South Sub-lamaber Congression converted them to the use of the John Eller Lumber Compan. December it was set forth was invested in real

The decision of a later tate Commerce Commission upon the hearing held in Oshkosh, W., on October 20 relating to lumber rates between cities in Wiscon it es the Chienzo & Northwestern road and cities in lows on the Cliss. Missission A St. Paul road is not expected to be handed down in the time. Testimony was taken before Examiner George T. Bell. But have be filed, the roads thing their first brief on November 20. The reply will be filed December 5 and the reply of the tillioads by Die Lee 20

# The Hardwood Market

## =≺ CHICAGO ≻==

The Chicago market in common with other important consuming points is awakening in all lines. Even the most conservative members of the local trade are admitting that there is apparent a consistent general opening up of demand and a better tone of prices. Local railroad purchasing offices are placing orders much more actively than they have been for a good many months. Every day there are reports of new orders of large dimensions for cars, ties and other railroad equipment, and the aggregate volume of lumber that will go into the new construction is going to bring relief to a good many overcrowded mill yards.

The yellow pine situation continues to show improvement and the raise in price in the pine market has had some effect on the demand for competitive woods. In hardwoods the yard trade is taking a greater interest in the offerings than it has for some time as the building situation locally is in fair shape, and stock is going into finish and other lines.

The factory trade, especially in the furniture factories, is excellent, although considering the activity among the factories themselves, it is not quite up to what it might appear to be. The reason for this is that a good deal of lumber has been taken up in purchases here and there during the last few months, these purchases aggregating considerable quantities of hardwoods. However, the factory yards are not by any means overstocked and at present rate of operation, it will not be long before there will be presented a combination of a really good demand for factory products, with broken stocks of raw material.

## ----≺ BUFFALO **>**--

The hardwood trade is holding stendy and a fair volume of business was done during October. It is generally agreed that business in October was considerably better than several months ago. The demand is still largely from industries which have war orders, but other lines of business have begun to show some improvement. The scarcity of cars at the mills is a main feature of the market and results in some stiffening in prices. Shipments are not being made with the same dispatch as a short time ago and car scarcity is expected to become serious within the next two months.

Among the woods most in demand are plain oak, maple, ash and birch and there is a zero and of the k stock wanted newadays as has been the case for several menths past. Automobile and other vehicle factories are taking a good deal of stock and are paying a good price for it. More strength has been developing in plain oak lately, and the better grades of quartered oak are getting firmer in price, though the furniture trade is reported below normal.

### =-≺ PHILADELPHIA >-=

darawood trade in this city is moving along with snap and dash, Improvement is reported as general, the volume of trade having increased materially while prices have advanced. The retail yards are busy, the boom in building construction beloing to swell the amount of business. Many of the yards are buying now for the increased and anticipated needs. Local men are taking no chances on car shortage. Poplar and chestnut have strengthened in demand. Maple flooring, basewood, ash and gum are showing price advances. Plain and quartered oak, birch, beech, and all the fancy woods are strong in price and moving actively. White pine trade has taken on a new lease of life after a temporary slumber and is active all along the line again. Spruce is in fine shape, demand being heavy and the quotations high. Price increase is anticipated in hemiock at an early date. Cypress lumber and shingles are selling well. For this season of the year business is exceedingly satisfactory and leading members of the hardwood colony predict that the balance of the year will find things in good shape and that 1916 should prove a decidedly encouraging

# =≺ PITTSBURGH ≻----

Things are coming right along but slowly for the hardwood men. In point of demand there is a substantial gain though not enough to raise prices. With the new and higher yellow pine quotations holding as well as they are doing at present, it is confidently believed that in a few weeks hardwood men can put up prices to stay. From all the manufacturing and mining industries in the Pittsburgh district there is more business coming. Railroads are beginning to buy more lumber also but their purchases will be relatively small until after the first of the year when the new appropriations are made. The window glass industry is in splendid condition and these plants will be good buyers of hardwood this winter. Automobile buying just now is limited as it is off season. The prospects are excellent for heavy purchases after January 1 as the factories have little stock on hand just now. Yard trade has kept up well. Fine weather has enabled contractors to go ahead with outside work so that retailers have kept on buying if only in small quantities.

# ===∹ BOSTON >=

Activity in the general lumber business of New England continues, and has to a moderate extent been felt in hardwoods. Manufacturing along domestic lines has shown a decided return and purchasing increases are noted but not in a corresponding degree. New developments in the war requirements have been principally in greater call for case and packing lumber, and this traffic is having a strong effect on market conditions. Money is in good supply and rates low with most authorities optimistic as to the winter situation of trade. Boston building proposals at this time are exceeded by only one city in the country and there is a great scarcity of skilled labor, all of which indications point to a steady hardwood market. Some items still remain in very low demand, but values not having lately declined are not expected to fall off from present quotations; this condition refers principally to poplar, gum, plain and quartered oak. Beech, birch and maple continue their relatively stronger demand and prices.

# —≺ COLUMBUS ≻=

The hardwoods market has been rather active in Columbus and central Obio territory during the past two weeks. Buying on the part of retailers is the best feature at this time, although some buying is done by factories making vehicles and furniture. The tone of the market is excellent and prospects for the future are growing better.

Retail stocks are not large and there is no disposition to increase them at this time. As a result buying is from hand to mouth. Dealers are loath to accumulate stocks in the face of the uncertainty of the future. Shipments have been delayed by car shortage which is appearing on many of the southern roads.

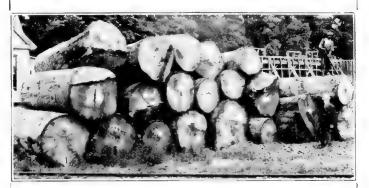
Prices are fairly well maintained at the levels which have prevailed for some time. There is less cutting than formerly and in fact the disposition among jobbers is to maintain quotations. Mill stocks are only fair and cutting to force trade is not as common as formerly. Building operations are still active, favored by the pleasant weather and this is an outlet for accumulated stocks. The prospects for building in the future remain good in every way. Collections are growing better as general business conditions improve.

Quartered oak is in good demand at prices unchanged from the previous fortnight. In plain oak an advance in firsts and seconds has been recorded. All quotations are well maintained. Chestnut is one of the strongest points with sound wormy firm. Poplar is moving well and the same is true of ash. Basswood is firm and other hardwoods are unchanged.

### =≺ BALTIMORE **>**=

While no important changes are to be noted in the hardwood trade, such as have occurred are undoubtedly in the direction of greater activity and of more remunerative values. So far the quotations are much the same, with the exception that a firmer tone prevails in the trade, the sellers no longer showing the eagerness to dispose of stocks at whatever the buyers might offer. The hardwoods, however, have made less headway than yellow pine. for instance, this being probably due to the circumstance that southern softwoods were aided by the development of much special construction work, for which the hardwoods were not used. This special construction was chiefly factories and establishments for the production of war munitions or of articles required in such production. Lumber was wanted in a hurry, and large quantities were taken up, with the result of reducing the available stocks to relatively small proportions and stiffening values to an appreciable extent. The hardwoods, for their part, have had to depend more upon the ordinary requirements and their progress toward recovery has been less rapid. But there can be no doubt of the substantial character of the gains

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Department, pages 52-53, and ask us for prices.

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Our Specialty is Quartered White Oak

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Tole of effective and a vertical process. And puther factors that are planded to think and the control of the construction. Ordinate boths range , those Out and point roof relieving the domestic circle and the top to the exchange of a reconstitute and ever one of a war the traces of the contracts without this suppost and it to the entry the second of the experimental and it a few This condition to the control to bond development e, not for an entity of the recorded is gratifying a lifetime of the properties, and the state of the Railroads and other communication of the way of the contract of the stand in some sections e the country to be observed by the theory and the large This is particularly the consultation opens of a terms in North Carolina and else where in the control of the repleta is activity a along ported from the section cround Yerl Presend the Townstee unitry In Consula and northern New York, however quest or trace to race all conditions in the Dominion, not mally one of a large and participate the work. Little is being done there the factors of regretion the ordinary operations being medicated. While it was possible form the war to sldp twenty or twenty. two cars a most of fords, two cross are being called for at present, and the deriand because ted to leg as long as he tiliffes continue. On the whole, however, the 2 approach ituation may be said to show improvement, with all the wood in general use faverably affected

# =≺ CINCINNATI ≻=

The Cincinnate hardwood market has developed a rather peculiar situation within the last couple of work. There has been a most decided strengthening three, heart the market, the demand picking up in all lines with a resultant to advicen umption considerably in excess of that experienced a month or so back when the great activity in the building trades was just commonoling

With all this gain in general lumber movement, there has been little gain Lumbermen have not kept up with the general trend of in quotation the mark t, and fer that reason prices, with the exception of yellow plne, have remained practically stanforary. However, it is predicted that from now on there will be a gradual tendency toward better prices. Reports from the Soath are similar to the local conditions. A boom hardwood market is apparent, yet lumbermen seem rather unwilling to accept the sneden upward accoment as genuine.

The reason for this apathetic reception of better conditions on the part of the lumbernes, was their disinclination last spring and summer to stock up. Stocks both at the mills and in the hands of the ultimate consumers are in bad shaje. Yards have not on hand near their normal supply. The supplies in the hands of the censumers have been low for several The manufacturers throughout the Ohio valley and a little further south have little if any surplus stocks at first hands at this writing and there is a scramble to grab up most anything that is put on the The volume of business being done in the territory above referred to is far in excess of anything for over a year. Steeks in the big southern hardwood centers are very low, with the amount of business increasing rapidly. This has a direct effect upon the Cincinnati market, inasmuch as It prevents any large shipments from that section to the Ohio valley to relieve conditions there.

The demand for the various hardwoods is distributed pretty evenly throughout the list, while the sources of consumption have not changed within the last few wieks. The railroads which came into the market in September still are heavy consumers, their rush work on track maintenance and for general repairs of equipment going on apace, with no signs of any diminishing in the near or even far future. The crop reports by the government have had a beneficial effect and hardwood people are getting their share.

The building business continues and from present indications the amount of work done this fall will exceed last year's mark and even that of the fall of 1913. It is predicted that the building operations of 1915 in Cincinnati will prove the largest in many years. The automobile factories are ordering with regularity, the only apparent change being that volume is gaining.

The box business is enjoying a season of unusual prosperity. from the manufacturers of sash, doors and blinds is naturally keeping pace with the heavy demand from the builders. The flooring factories are reaping benefits from the building operations and in many cases the mills are hard put to meet demand.

Retailers are buying with more regularity and greater volume than for many months. The furniture manufacturers buy steadily in rather small lots. This business is regular and may be relied upon, but there is no indication of expansion in the volume of business.

The country yard trade is beginning to be the basis for the heaviest demand for cypress. The country trade has been the sorest spot in the market ever since the general improvement started in with the advent of fall, but the strengthening of cypress in the rural districts is indicative of a revival of building operations in the smaller towns.

Oak continues to be the leading seller, although there is little to choose from three or four others which are very active. Plain oak picked up considerably last week, while the quartered stock continues to move along In an easy manner, with the furniture people the chief pushers. Walnut still is bought in satisfactory volume by manufacturers of higher grade furniture. Poplar and gum are close up to oak for the honor of leading the popularity list.

# =≺ TOLEDO >=

Some improvement is noticeable in the hardwod field and dealers generally believe that this will be strengthened as time goes on. The increased orders from railroads are a promising feature and the general awakening experienced in other lumber lines in this section would indicate that hardwoods will enjoy the same fate as other lumber. The advances noted in other lumber is not so apparent in the hardwood field and yet there is a steady tone to the market. Yards are pretty well stocked up, having purchased rather freely of bargains when they could be picked up here and there, but are not in as good shape in this respect as might be supposed owing to the continued demands of the trade. The building trades have been remarkably active and still continue to keep up. Automobile and other vehicle concerns are operating heavily and using considerable hardwoods. Furniture factories are a little slow. Crating is active. Prices are about the same as they have been but are not showing much tendency toward weakness. There is a fair demand for oak flooring.

## =< INDIANAPOLIS >=

The hardwood market is showing an unusual improvement for this season of the year and lumber dealers and architects are pointing to an unusual condition to prove why trade should be better. Building operations have taken a decided slump in Indianapolis so far during the year, but now, despite the lateness of the season, the value of buildings for which permits are procured weekly shows a decided increase over the corresponding periods of the last three years. The wholesale as well as the retail-trade is much encouraged over the present outlook. One wholesale dealer expressed the belief that business now is forty per cent better than it has been at any time during the last two years.

In addition to recently increased building operations, two other factors are giving the hardwood lumber market a boost. The large shops of the New York Central Lines and of the Pennsylvania Company here have announced recently that they are to work on full time for the first time in two years. Furniture factories also are busier than usual. Reports from all sections of the state indicate that all lines of business are showing signs of improvement. Indiana farmers are harvesting a good corn crop and with credit conditions improved in the rural districts, the lumber business will show signs of improvement in the small markets.

# **=**≺ EVANSVILLE **>**=

Hardwood lumber manufacturers in Evansville and southern Indiana report that there has been a marked improvement in trade during the past two or three weeks. October was a busy month for them, showing a big increase over October, 1914. Orders and inquiries continue to increase. Logs are reported scarce, but there has been no increase in price. Inquiries show a healthy picking up in trade in many parts of the Middle West and the general opinion prevails that there will be plenty of business the balance of the year. Quartered white oak is stronger and plain oak is stiffening. Gum is a little off, notwithstanding the fact that furniture factories using a great deal of this lumber are running on better time than at any other period this year. Poplar bas improved and ash is in much better demand. Walnut is not quite so strong as a month or so ago, although a great deal of the lumber is moving in these parts. River mills here report that they have had a good many calls for sycamore lately. Prices are holding up well and there is a tendency for some grades to advance, notably quartered white oak and ash. A good deal of ash is now being used in the handle factories. Hickory is also bringing a good price and much of it is being consumed by handle and buggy factories.

Wood consuming factories in Evansville, taken as a whole, are being operated on full time and in some instances the plants are running overtime) Buggy and plow factories are showing increased activity since trade conditions in the South and Southwest have picked up. Cotton is moving better and the farmers in the southern states are quite optimistic over the outlook. Wagon and table factories as well as chair, desk and furniture plants are enjoying an increased trade. In fact in some lines trade is booming and is getting better every day. One furniture manufacturer reported recently that his business was better than it has been at any time during the past twelve years.

Building operations remain active. Planing mills continue to run on full time and sash and door men say that their out of town business during October was better than it had been for some time. Yellow pine dealers report trade more than holding its own. There is enough building in Evansville in sight to keep the architects and contractors reasonably busy the balance of the year.

### =**≺** *MEMPHIS* **>**=

Further improvement is noted in demand for hardwood lumber here and prices have likewise gained ground somewhat more during the past fortnight. Meantime, with shipments increasing and with the volume of business expanding, there is a steady gain in the amount of lumber being produced in this section. More mills have resumed operations recently and there are quite a number which have increased their schedules. Manufacturers realize that they cannot profit by the improved conditions unless they have the necessary lumber as a basis and they are doing their utmost to see that they shall not be eliminated through lack of the necessary raw material. It is doubtful if production is still normal

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It can be supplied flat and straight—free of warp and twist.

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# Baker-Matthews Manufacturing Co.

Sikeston, Mo.

# Band Sawn Southern Hardwoods

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Mills and Office, QUIGLEY, ARK. Posteffice and Telegraph Office, HETH, ARK.

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Intelligent! Highly Trained! Conscientious!

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Himmelberger-Harrison Lumber Company
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# BLISS-COOK OAK CO.

MANUFACTURERS -

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.

As Well As

# OAK, ASH and CUM LUMBER

Can furnish anything in Oak, air dried or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

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( I 1 of no the sources. The conenter the state of i . . . . . . . . telin, lumber largely for 43 % 1 1 1 1 1 1 1 storate market has displayed so much her a trace to the pit d mind for the higher gradedistalling the second of white ode for gum and ash in all in the first the lower grades of cotton x 1 de 1 de 1 wood The Service Configuration valow European demand is still confine to the first point to be an of the manufacture of war supplied in the control of and valuate Red oak cross tos are being largely benefit at the Araba is by perchained agents of the Russian govern and, t and a section to actively sought new than at any time since the war region. The general ranged set them buildwoods, however, appears to be in sets of them ted cell abroad.

## $= \langle NASHVILLE \rangle =$

Steady process a book, hountained in the hardwood market in this territory, and reports made by a majority of the firms indicate much more active buying. There seems to be a general broadening of demand, and the various hardwoods are coming in for a share of the business. Some of the large consumers are showing inclination to anticipate future requirements, as well as to place orders for current needs. A generally firmer tone is noted in prices, and it is said that there is actually some shortage of lumber desired by railroads for ear shops. Furniture, implement and automobile manufacturers have been buying freely. Oak, poplar and gum are good effers and esh, lackery and che stant are in fair request. Walnut continues a strong factor in the market, with export representatives buying all available supplies of high grade walnut logs.

# =≺ BRISTOL >=

Trade conditions in this section are somewhat improved and the lumbermen are unantmous in the opinion that business will now grow rapidly. It is generally thought that the outlook for the lumber industry is more encouraging than for a long time past. Yard stocks in this section are heavy, due to the fact that many manufacturers have held their stock rather than sell it at prevailing prices. A larger movement of stock is expected with the increase in prices and the prospects for further advances and a general stiffening of the demand for stocks of all kinds.

# ==≺ LOUISVILLE >=

Increased demand for hardwoods, with smaller stocks ready to ship, has had such a bullish effect on the market that prices have been advancing in many directions. Consumers are now finding out what has been predicted for some time, that many hardwood items are scarce, and the pressure on the market in regard to supplying them has naturally shoved up prices considerably. Gum has been the subject of a sensational rally during the past month, most all grides and thicknesses having shown substantial advances in price. Manufacturers of gum, some of whom had discontinued making it on account of low prices and large stocks, believe that correct price levels have not yet been reached, and it is certain that If the present strong demand remains in effect, still further advances may he expected. Ash has also continued strong. Large contracts for ash placed some time ago were not covered by purchases in every instance, It seems, and some of those who have obligations to deliver material are finding it hard to meet their requirements at satisfactory prices. The demand for ash for war purposes, coupled with the big domestic demand, has been more than sufficient to maintain prices at a normal level. the task of the he gains scored in some other lines, but plain oak has shown strength, and sales are being made at better prices. Quartered cak is also steady, with prices firm. Taken altogether, the burdwood trace is much stimulated, and business is looking

### ≺ ST. LOUIS >==

The errors of a rather solid better than it was and shows sizes of the form in the first than it was and shows fair request but buying is still rather light and in small quantities and not much for future needs. Prices are strengthening, with indications of advancement on items most in demand. There is a rather good demand for oak and prices are strong. Plain oak in particular is in fair demand. Can it in the demand of the strengthening at most showing the improve-



PROOF THAT OUR CLAIM OF REALLY EXCEPTIONAL GUM LOGS IS BASED ON FACT — JUST AN AVERAGE LOT OF BOARDS AS THEY COME FROM THE MILL

# LAMB-FISH LUMBER CO. Band Mill and General Offices: Charleston, Miss., U. S. A.

# THE LARGEST HARDWOOD MILL IN THE WORLD, ANNUAL CAPACITY, 40,000,000

If you go to the Panama-Pacific Exposition do not fail to see our moving picture exhibit in the Mississippi State Building, 3,200 ft. of film in three reels

CABLE ADDRESS—"LAMB"
Codes Used—Universal, Hardwood, Western Union, A. B. C., 5th Edition, Okay

STOCK	LIST	No.	10.	NOV.	1st.	1915

3/8"	1/2"	5 8"	3/4"	4/4"	5 '4"	6/4"	8 4"	10, 4"	12/4"
1st & 2nd Qtd. White Oak, 6 to 9" 64,000	82,000	43,000	100,000	250,000	30,000	12,000	16,000		
1st & 2nd Qtd. White Oak, 10" & Wider	58,000	24,000	21,000	80,000	9,000				
1st & 2nd Qtd. White Oak, 12 to 14"			44 1 1 1		6,000		1.7.1.1.4		
No. 1 Com. Qtd. White Oak, 4" & Up 54,000	95,000	100,000	67,000	150,000	32,000	2,000	3,000		
No. 2 Com. Qtd. White Oak, 3" and Up. 30,000	4,000	14,000	12,000	75,000	3,000				
Clr. Qtd. Strips, 4 to 41/2"				= 29,000					
Clr. Qtd. Strips, 5 to 5½"				27,000					
Clr. Qtd. Strips, 2 to 31/2" Sap no Defect.				15,000					
No. 1 Com. Qtd. Strips, 2½ to 5½"			6,000	134,000					
No. 1 Com. Qtd. Strips, 4 to 51/2"	* *			32,000	no ina	0.00	2.000		
1st & 2nd Plain White Oak, 6" & Up 265,000		83,000		54,000	33,060	35,000	7,000		
No. 1 Com. Plain White Oak, 4" & Up	21,000	0.000	0.000	34,000		4,000	5,000		
No. 2 Com. Plain White Oak, 3" & Up	4 42 44 42	3,000	2,000	$\frac{3,000}{56,000}$	34.000	29,000	13,000		
1st & 2nd Plain Red Oak, 6" & Up 1,000	4,000	15,000	25,000	50,000					
1st & 2nd Plain Red Oak, 12 to 14"			10.000	151.000	11,600				
No. 1 Com, Plain Red Oak, 4" and Up.		0.000	10,000	154,000 $71,000$	26,000	9,000	* * *		
No. 2 Com Plain Red Oak, 3" & Up	ran non	6,000	15,000	58,000	89,000	107,000	10,000	5,000	
1st & 2nd Red Gum, 6" & Up	529,000	67,000	331,000	1,000	237,600	52,000	34,000	3,000	3,000
No. 1 Com. Red Gum, 4" & Up	86,000	4	424,000	5,000		5,000	16,000		
1st & 2nd Qtd. Red Gum, 5" & Up				10,000	3,000	3,000		* * * * *	
1st & 2nd Highly Figured Red Gum	9.000	* *	30,000		2,000	43,000	15,000	8,000	7.000
1st & 2nd Sap Gum, 6" & Up 23,000	3,000			9,000	~,000	10,000		0,000	1,000
1st & 2nd Sap Gum, 13" & Wider				7,000					
1st & 2nd Sap Gum, 18" & Wider No. 1 Com. Sap Gum, 4" & Up		120,000			* *	60,000	14.000		
No. 1 Com. Sap Gum, 4" & Up	5,000	326,000		200,000	1.000	137,000	2.000		
No. 3 Com. Gum, 3" & Up	3,000	3.50,000		15,000	1,000	39,000	4,000		
Clr, Sap Gum Strips, 2½ to 5½"				16,000					
1st & 2nd Ash				2,000					
No. 1 Common Ash				4,000					
No. 2 Common Ash				27,000			500		
No. 3 Common Ash				25,000					
No. 1 Shop Cypress				54,000					
Pecky Cypress				149,000					
No. 1 & No. 2 Com. Cypress		,					8,000		
Log Run Elm		· ·	,	46,000		3,000			
No. 1 Common Elm.				12,000					
No. 2 Common Elm				31,000			, .		
Elm Coffin Boards, 13" & Up				14,000					
Com. & Better Tupelo				31,000					

Our FAS grade in plain sawn stock will average 10" wide, No. 1 Common will average 812 to 9", both running 50", or better 14 and 16 ft. Facilities for kiln drying and surfacing. All orders entrusted to us are carefully executed.



# FARRIS HARDWOOD LUMBER CO.

**SOUTHERN** 

NASHVILLE TENN

# DUCAN LUMBER CO.

Manufacturers Hardwood Lumber

MEMPHIS

TENNESSEE

# Mutual Fire Insurance

Best Indemnity at Lowest Net Cost Can Be Obtained From

The Lumber Mutual Fire Insurance Company.

Boston, Mass.

The Lumbermen's Mutual Insurance Company,

Mansfield, Ohio.

The Pennsylvania Lumbermen's Mutual Fire Insurance Company, Philadelphia, Pa.

The Indiana Lumbermen's Mutual Insurance Company, Indianapelis, Ind.

The Central Manufacturers' Mutual Insurance Company, Van Wert, Ohlo

Orders continue to the confirmation of the northward and other points formitted by the first and not after but the enders are not for very large quantitles and containing and there's ≺ MILWAUKEE >====

ment that should be this a complete year and tries are still stationary,

While building operations in Maximore sharing October did not show quite the active sees did to Sign or whom a gain of 145 per cent was much the ant of new heading work haunched showed a good sterease ver a good for we could primited socially the building inspector for strainer in cost \$747.100 a compared with 281 permits nel an inverte at at 8008 the denie October 1914. The unusually tavorable weather est that the encouraged fording work all over Wisconsin and this is nater was either on a rately better trade in hardwood and other lines of here of Mech of the beniding work launched earlier in the senson is now at the sture where it is requiring flooring and interior finish, so that frode in the line is perficularly notice

The big increase in the cross movement all over the Northwest is p-sulting in a care hortige, and happens of lumber and other commodities are having some datheulty in couring sufficient cars. The railroads seem to have done then be to be disclinate the movement of cars, but the shortage is rather a rich. The traffic bure in of the Merchants' and Manufacturers' Association of Milwaukov recently assued a circular to shippers, asking them to rush the week of loading and unloading cers. Lumber wholesalers are having considerable trouble in securing a sufficient number of cars to get their stock, to retailers on time. Stock, in Wiscenslu retail yards are not abnormally low, but a fair business from this source is being reclied

While the local hardwood trade is had up largely of orders from a wide field, the total volume of business is satisfactory. A feeling exists among dealers, wholesalers and manufacturers that a good business will be done this fall and winter. Hardwood manufacturers of northern Wiscensin are confident that conditions are showing improvement and that enough business will develop to reduce their stocks in all lines. This attitude on the part of manufacturers is helping a lot to maintain prices.

The general factory trade is good. Birch and oak for Interior millwork and maple for hardword flooring are in particularly good demand. furniture factories are placing some fair orders. Farm implement plants here in Milwaukee and about Wisconsin are buying fairly well. Increased activity from the 'wox factory trade is reported, with demand especially good for low grade hardwoods

### BAND SAWED WISCONSIN HARDWOODS Dry Stock For Prompt Shipment BIRCH

BASSWOOD BASSWOOD

20 M 4/4 No. 3 common

80 M 1x4 No. 2 and 3 common

15 M 5/4 No. 1 com. and bette

25 M 5/4 No. 1 common

10 M 5/4 No. 2 common

20 M 5/4 No. 3 common

13 M 6/4 let and 2nd

15 M 6/4 No. 1 common

15 M 6/4 No. 1 common

15 M 6/4 No. 1 common

WHITE OAK

and No. 2 com.

10M 8/4 No.

Tom 4/4 No. 1 com. & bet. plain 100M 4/4 No. 1 com. & bet. red 5M 5/4 No. 1 com. on the tred 10M 5/4 No. 1 common red 6M 5/4 No. 1 common plain 3M 6/4 lst and 2nd plain 13M 6/4 lst and 2nd red 4M 8/4 lst and 2nd red 6M 8/4 lst and 2nd red 10M 8/4 ROCK ELM 50M 8/4 No. 2 com, and batter

HARD MAPLE 2 common and better Our 1914 cut of well assorted HARDWOODS AND HEMLOCK will soon be in shipping condition.

Send us your inquiries

# ARPIN HARDWOOD LUMBER COMPANY

Grand Rapids, Wis. ATLANTA, WIS.

Saw mills and planing mill at Atlanta, Wisconsin.

# The Tegge Lumber Co.

High Grade Northern and Southern Hardwoods and Mahogany

Specialties OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

# ==∹ GLASGOW ≻=

Busin as in this section continues to be well maintained, and the amount of pusiness passing should leave little room for dissatisfaction. Shipbuilding and house-oulding, however, show little sign of improvement, but the latter sooner or later is bound to show some signs of revival, because there is certainly a s arenty or moderate sized modern houses. There is also in the large cities throughout the country a decided scarcity of houses, because numerous people are being drawn from all over nearer to the munition factories now in course of erection. The drawback for some time has been that with the high cost of ground and materials there has been no inducement to build at existing rentals. A large call is still being made for packing-case material, prices of which continue to advance steadily in sympathy with the increased import cost. Timber freights are still soaring higher; in fact, space is most difficult to secure, as shipowners with such a wide choice just now will take timber only as a last alternative.

Further sales have been made in Quebec yellow pine deals, and considerable clearances are reported from stock. The demand, however, is really limited to second and third qualities, there being practically no call for first quality.

Pacific coast clear spruce is and has been selling at very high figures, and the only drawback is that supplies are limited meantime owing to the dearth of tonnage offering from the Pacific. Oregon pine both in planks and logs has also become very scarce and dear, and supplies would come to a welcome market. For pitch pine the demand is not very brisk. Birch logs are in good request, and it is reported that the heavy consignments which came forward during July and August have been practically wiped out. The import of birch planks has been very limited, and probably this is the cause of the large consumption of logs. Consignments of planks would command high figures just now.

In regard to American hardwoods, the demand is largely confined to the lower grades and qualities of the various Items. Hazel pine has been more in evidence probably owing to its comparative cheapness. Walnut boards command high prices just now, but the chief difficulty is the getting of supplies at present. Oak boards and canarywood are in fair request just now. There are several large inquiries for oak scantling in the market just now, and should be fixed up within the next week or so.

The demand for tonnage is brisk all over, and it is hard to say what height freights may yet attain. The demand now is greater than since the war broke out, and there is no prospect of it falling away for some time to come, with the tendency that freights will always be in the upward direction. Even when the war is over, the demand will continue for quite a time, because stocks of everything are accumulating at all the seaboards, and will require to be transported.

# Advertisers' Directory

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1	Sondheimer, E., Company 7 Spotswood, E. R., & Son7-42	HARDWOOD FLOORING.	Gerlach, The Peter, Company 54  Lumbermen's Credit Assn 9	
Himmelberger-Harrison Li-r. Co. 48	Standard Hardwood Lumber Co 58 Stimson Veneer and Lumber Co 45	Bliss-Cook Oak Company7.48	Perkins Glue Company 40	
			Requarth, F. A., & Co	

# HARDWOODS FOR SALE

### LUMBER

### ASH

LOG RUN, CARRIED A PERSON OF NO 1 C & BIR COLD SECTION STATES NO 2 A BIR 13 A STATE OF STREET 

### **BASSWOOD**

NO. 3 C. 14 Comes dry DAST TOLDAY LUMBER, COMEANY, Last Jordan, M.

NO. 1 C. 4 47, 2 yrs ony. G. ELIAS & BRO-INC., Buffalo, N. Y.

NO. 2 & BIR, 44", for withs, 10 to 16% S most dry, winter sawn - HATTEN LUMBER COM-LANY, New Johnson, Wes

NO. 1 C. 54", 5 mos. dry; NO. 1 C. 64", 9 mos. dry; NO. 2 & NO. 3 C. 54", 8 mos. dry. KNEE LAND-BIGELOW COMPANY, Bay City. Mich. NO. 2 & BTR. 44": FAS 54": NO. 3 C. 44 & Tack LUMBER COMPANY, Mas name

NO. 2 & BTR. 4 4", 4 & 6" wd : NO. 3 C, 4 4" & wdr. L. STEPHENSON COMPANY Trus to s. Wolls, Mich.

NO. 1 C. 4 4", 10 mos. dry. STRABLE LUMBER SALT COMPANY, Sagmaw, Mich.

NO. 1 C. & BTR. 4 4", 8 mos. dry, No. Ind. stock VAIL COOPERAGE COMPANY, Fort Wayne, Ind NO, 2 C. & BTR, 44", 7 mos. dry. WILLSON DROTHERS LUMBER COMPANY, Pittsburgh, Pa

### BEECH

NO. 3 C. 4 17. 6 m. s. dry. NO. 2 C. & BIR. 7. S. 1 yr dry. full log run. EAST JORDAN LUMBER COMPANY, East Jordan, Mich. NO. 1 C. 5 4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN & NO. 3 C. 44", 4 mos. dry. H. H. HITT LUMBER COMPANY, Door of A

NO. 2 C. & BTR. 54", 10 mos. dry: NO. 2 C. & BTR. 54", 10 mos. dry: NO. 2 C. & NO. 3 C. & BTR. 54", 10 mos. dry: NO. 3 C. & NO. 3 C.

NO. 2 C. & BTR, 44". STACK LUMBER COM-ANY, Masonville, Mich.

LOG RUN 4.1 · S.4", S.m. s. dry. STICHL', LUMBER & SALT COMPANY, Saglnaw, Mich. NO. 2 C. & BTR. 5.4" & 6.4". W. D. YOUNG & CO., Bay City, Mich.

### BIRCH

NO. 2 C. & BTR, 44%, 9 mer dry, full 1 c rin, NO. 3 C. 44%, 9 mes dry; NO. 3 C. 54%, 3 mes, dry, EAST JORDAN LUMBER COMPANY, East Jordan, Mich.

FAS 64", 1 yr. dry. G. ELIAS & BRO., INC, uffalo, N. Y.

NO. 2 & BTR., unsel, 4/4" & up, ran, wdths., 18 mos. dry. HATTEN LUMBER COMPANY, New London, Wis.

NO. 3 C. 4 4", 7 mos. dry. KNEELAND- BIGE-LOW COMPANY, Pay City, Mich.

LOW COMPANY, Bay City, Mich.

NO. 1 & BTR, red, 44", 5" & up, 8 to 16', av, width, 5", 8 mos dry; NO. 1 & BTR, red, 54", 5" & dry; NO. 1 & BTR, red, 54", 5" & dry; NO. 1 & BTR, red, 64", 5" & up, 8 to 16', 65" if & 16', av with 11", 8 mos, dry; NO. 1 & BTR, unsel, 8 4", 5" & up, 8 to 16', 65" if & 16', av with 11", 8 mos, dry; NO. 1 & BTR, unsel, 4 4", 4" & up, 4 & up, 40", 14 & BTR, unsel, 4 4", 4" & up, 4 & up, 40", 14 & 16', av, wir)

NO LABIRE DE LA CONTRACTOR

NO 2 C, A BTR, A NO, 3 C, 4 4 W. D. N. NO. 1 C. NO. 1 C. NO. 3 C, 4 4 W. D. N. NO. 3 C. 4 4 W. D. N. NO. 3 C. 4 4 W. D. NO. 3 C. 4 W. D. 3 C. 4 W. D. NO. 3 C. 4 W. D. NO. 3 C. 4 W. D. NO. 3 C. 4 W. D. 3 C. 4 W. D. NO. 3 C. 4 W. D. NO. 3 C. 4 W. D. NO. 3 C. 4 W. D. 3 C. 4 W. D. NO. 3 C. 4 W. D. NO. 3 C. 4 W. D. NO. 3 C. 4 W. D. 3 C. 4 W. D. NO. 3 C. 4 W. D. NO. 3 C. 4 W. D. NO. 3 C. 4 W. D. 3 C. 4 W. D. NO. 3 C. 4 W. D. NO. 3 C. 4 W. D. NO. 3 C. 4 W. D. 3 C. 4 W. D. NO. 3 C. 4 W. D. NO. 3 C. 4 W. D. NO. 3 C. 4 W. D. 3 C. 4 W. D. NO. 3 C. 4 W. D. NO. 3 C. 4 W. D. NO. 3 C. 4 W. D. 3 C. 4 W. D. NO. 3 C. 4 W. D. NO. 3 C. 4 W. D. NO. 3 C. 4 W. D. 3 C. 4 W. D. NO. 3 C. 4 W. D. NO. 3 C. 4 W. D. NO. 3 C. 4 W. D. 3 C. 4 W. D. NO. 3 C. 4 W. D. NO. 3 C. 4 W. D. NO. 3 C. 4 W. D.

### CEDAR

SHOP & BIR, COM, & CULL, & BOX 14BR of the U. & with 1 STLPHO CO Mr. NY Masters Vices, Mach

### **CHESTNUT**

NO. 1 C. & BTR. 4 C. 1 of at vicino. The PALO HARDWOOD LUMBER COMPANY, Burstato, N. Y. 100, 1 C. 547, MOWBRAY & ROHINSON COMPANY, Cincinnatt, O. 8, W. & NO. 2 C. 54 to 847, av. width, 97, 4075 to 10, 7 from city, NO. 3 C. 4 to 10, 7 from city, NO. 3 C. 4 to 10, 7 from city, NO. 3 C. 4 to 10, 7 from city, NO. 3 C. 4 to 10, 7 from city, NO. 3 C. 4 to 10, 7 from city, NO. 3 C. 4 to 10, 7 from city, NO. 3 C. 4 to 10, 7 from city, NO. 3 C. 4 to 10, 7 from city, NO. 3 C. 4 to 10, 7 from city, NO. 3 C. 4 to 10, 7 from city, NO. 3 C. 4 to 10, 7 from city, NO. 3 C. 4 to 10, 7 from city, NO. 3 C. 4 to 10, 7 from city, NO. 3 C. 4 to 10, 7 from city, NO. 3 C. 4 to 10, 7 from city, NO. 3 C. 4 to 10, 7 from city, NO. 3 C. 547, NO. 4 from city, NO. 5 from city, NO

### COTTONWOOD

FAS 14", 6" & 5p 60 14 & 16" 2 m BOX BDS, 44", 13 17", 50 , 14 & 16 , 3 m LIBERTY HARDWOOD LUMBER COMPANY,

BOX BDS, 44", 13-17", 12 mos. dry, MILLER UMBER COMPANY, Marlanna, Ark.

### **CYPRESS**

LOG RUN, 4.4 to 12 I", 6 mos dry H. E. ELANKS LUMBER COMPANY, C dro. 1. LOG RUN, yellow, 4.4 to 8.4", 2 to 6 mos. dry, No. Ark, stock. VAIL COOPERAGE COMPANY, Fort Wayne, Ind. LOG RUN 44", BUFFALO HARDWOOD LUMLER COMPANY, Rumalo, N. Y.

### ELM—SOFT

LOG RUN, 6/4", 6 mos. dry. H. B. BLANKS UMBER COMPANY, Cairo, III. LOG RUN 4 4", 12 to 16' is. GEO. C. BROWN CO., Memphis, Tenn. NO. 2 & BUR, 4 " & up, ran. withs., extra wd., a mos. dry. HATTEN LUMBER COMPANY,

NO. 2 & BTR. 4 4" & up, min. Sec. 18 mos. dry. HATTEN LUMBER COMPANY, New London, Wis LOG RUN 44", 4 mos. dry; LOG RUN 44", 15 & up wd. 4 mos. dry; NO. 2 C. 4 4", 4 mos. dry. NO. 3 C. 4 4", 4 mos. dry. H. H. HITT LUMBER (COMPANY, Decatur, Ala. NO. 2 C. 6 4", 5 mos. dry. KNEELAND-BIGE-LOW COMPANY, Bay City, Mich. LOG RUN 4 4", 1 yr. dry. LAMB-FISH LUMBER (COMPANY, Charleston, Miss. LOG RUN (m. c. o.) 4 1", 2" & up. 50 - 14 & 6 & no. 8 dry. H. LARDWOOD LI MBER COMPANY, Big Crock, Tex. NO. 3 C. 4 4", STACK LUMBER COMPANY, Masonville, Mich. LOG RUN 4 4", 1 yr. dry. NO. 2 C. 6 4", 1 yr. dry. STANELE LUMBER & SALT COMPANY, No. 3 C. 4 4", 1 yr. dry; NO. 2 C. 6 4", 1 yr. dry. STANELE LUMBER & SALT COMPANY, No. 3 C. 5 TANELE LUMBER & SALT COMPANY, No. 2 C. 6 4", 1 yr. dry. STANELE LUMBER & SALT COMPANY, No. 2 C. 6 4", 1 yr. dry. STANELE LUMBER & SALT COMPANY, No. 2 C. 6 4", 1 yr. dry. STANELE LUMBER & SALT COMPANY, No. 2 C. 6 4", 1 yr. dry. Text. 12 4", 4 to 8 mos. dry.

NO. 2 C. & BTR. 44" to 124", 4 to 8 mos. dry o. Ind. stock. VAIL COOPERAGE COMPANY, or Wayne, Ind.

### ELM—ROCK

NO. 2 & BTR. 54" & up. ron. wdths. 1 yr. dry, "Genuine." HATTEN LUMBER COMPANY, New London, Wis.

### **GUM**

LOG RUN, 4'4", 6 mos. dry. H. B. BLANKS LUMBER COMPANY, Cairo, III.

### GUM—SAP

NO. 1 C. & BTR. 4/4". BUFFALO HARDWOOD UMBER COMPANY, Buffalo, N. Y. FAS 4/4 & 6/4", 4 mos. dry; NO. 1 C. 4/4 & 6/4", mos. dry; NO. 1 C. 4/4 & 6/4", NO. C. 4/4", 4 mos. dry. H. H. HITT LUMBER

C. 44", 4 mos. dry. H. H. HITT LUMBER OMPANY, Decatur, Ala. NO. 2 C. & BTR. 5/8, 3 4 to 6/4". KRAETZER-TRED LUMBER COMPANY, Cincinnati, O. NO. 1 C. 5.5", 1 vr. dry; No. 2 C. 3 ", 5 5 & 6 4", yr. dry; NO. 3 C. 6 4", 1 yr. dry. LAMB-FISH UMBER COMPANY, Charleston, Miss. COM. & BTR. 4/4", ran. wdths., ran. lgths., 8 to mos. dry. LOUISVILLE VENEER MILLS, catterfile Ky.

FAS 4/4 & 5/4", av. wd. 104", 6 mos. dry. MILLER LUMBER COMPANY, Marlanna, Ark.

### **GUM-PLAIN RED**

1 AS 1 1 0 1 5 S 1 12 to 10 NO, 1 C, 4 4 & 1 . . . . . . . NO 1 A 2 C, 6 5 12 to 16 GHO

S 14 C S C KRAUTZER-COM & BIR

1 AS S 1 S 1 to C 4" 1 yr dry NO. 1 S 1 to C 4" 1 yr dry NO. 1 S 1 to C 4" 1 yr dry NO. 1 S 1 to C 4" 1 yr dry LAMB FISH MI. 1 S 1 to C 4 to C 1 to C

COM. & BIR. 44, ran. wdths, ran. lgths, 8 to mee dry LOUISVILLE VENEER MILLS. 10 mos dry Louisville, Ky,

1 As 1 4 & 5 4 7 (a) with 10 5 7 6 mos dry; NO, 1 4 (b) 1 (c) wid 10 7 6 mos dry; MILLER (MITE) (COMPAN) Materials Ark
1 As 5 4, 6 4 & 8 47, 67 & up wd., 50 % 14 & 16 (c) 1 (c) 8 5 6 12 poss dry PENROD, JUR-10 N. & Macourille, Managhes Tenn

### GUM—QUARTERED RED

NO. 1 C. & BTR. 4 1 & 8 1", 12 to 16". GEO. C.

EROWN & CO. Mospher, Tonn
COM. & BIR, S. 1 O. 12 1" KRAUTZER-CURED
LUMBER COMPANY, Cincinnati, O.

COM. & BIR, 44", ran, wdths, ran, lgths, 8 to 12 n \* even of hose highly for LOUISVILLE VENEUR MILLS, Louisville, Ky.

### **GUM—TUPELO**

TAS, NO. 1 C., NO. 2 C. & NO. 3 C. 4/4", 4 mos.

### HACKLEBERRY

LOG RUN 4.4, 4 mos dry, H. H. HITT LUM-ER COMPANY, Decatur, Ala.

### HEMLOCK

MERCH, & NO. 3 C. 4 4". 4" & wdr. I. STE-PHENSON COMPANY TRUSTEES, Wells, Mich.

### HICKORY

LOG RUN 6 4 & 5 4", 4 mos dry H. H. HITT UMBER COMPANY, Decatur, Ala,

NO. 2 C. & BTR. 6'4", 40% 14 & 16', 18 mos. dry. WILLSON BROS. LUMBER COMPANY, Fittsburgh, Pa.

### MAPLE

NO. 3 C, 5 4" Resawed to 5'8", 9 mos. dry. EAST JORDAN LUMBER COMPANY, East Jordan, Mich.

NO. 1 C, hard, 8 4", 1 yr, dry; NO. 1 C, moft, 4 4, 1 yr, dry. G. ELIAS & BRO. INC., Buffalo, N. Y.

NO. 2 & BTR, hard. 4/4" & up. ran. wdths., 20 mos. dry; NO. 2 & BTR, soft, 4/4", ran. wdths., 9 mos. dry. HATTEN LUMBER COMPANY, New London, Wis.

NO. 3 C, 5'4", 10 mos. dry; FAS, 4'4 all 6" wd., 0 to 16', 7 mos. dry. KNEELAND-BIGELOW OMPANY, Bay City, Mich.

NO. 1 & 2, 4/4": NO. 3, 4/4 & 8/4". STACK UMBER COMPANY, Masonville, Mich.

LOG RUN & NO. 3 C. soft, 4/4", 1 yr. dry. STRABLE LUMBER & SALT COMPANY, Saginaw, Mich.

HAN, Mach.

FAN, hard, 4'4 to 16'4", 6" & up, 18 mos. dry;

NO. 1 C, hard, 4'4 to 16'4", 4" & up, 18 mos. dry;

1 AS, soft, S 4", 6" & up, 2 yrs. dry, YEAGER

LUMBER COMPANY, INC., Buffalo, N. Y.

FAS, hard, 8'4, 10/4, 12/4 & 16/4", 8" & wdr. D. YOUNG & CO., Bay City, Mich.

### OAK-PLAIN RED

NO. 2 C., 4/4", 1 yr. dry. H. B. BLANKS LUMBER COMPANY, Cairo, Ill.

NO. 1 & 2 C, 4/4", 12 to 16', GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C. & BTR, 4/4 to 12/4", bd. sd. piled at Ala. Mill: FAS 4'4". BUFFALO HARDWOOD LUMBER COMPANY, Buffalo, N. Y.
NO. 2 C. 4/4, 2 yrs. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

# HARDWOODS FOR SALE

FAS & NO. 1 C. 4'4, 4 mos. dry. H. H. HITT LUMBER COMPANY, Decatur, Ala.

EUMBER COMPANY, Decaut, Ala.

FAS 3.4 to 6.4", NO. 1 C. 5.8, 3.4 to 6.4"; NO.
2 C. 1.2, 5.8, & 4/4" KRAETZER-CURED LUMBER COMPANY, Cincinnati, O.

FAS 5.8 & 3.4", 1 yr. dry. LAMB-FISH LUMBER COMPANY, Charleston, Miss.

EER COMPANY, Charleston, Miss.

FAS 4/4", 6" & up, 40% 14 & 16', 4 mos. dry;

NO, 1C, 4 4", 4" & up, 40% 14 & 16', 7 mos. dry;

NO, 2 €, 4 4", 3" & up, 40', 14 & 10', 7 mos. dry;

LIBERTY HARDWOOD LUMBER COMPANY,

Big Creek, Texas.

COM, & BTR. 4/4", ran, wdths, ran, lgths, 2 yrs.

dry, LOUISVILLE VENEER MILLS, Loulsville,

Ky

FAS 5/4 & 8/4", 50% 14 & 16', 6 mos. dry.
MILLER LUMBER COMPANY, Marianna, Ark. NO. 1 C. & NO. 2 C., 4/4", 25% 14 & 16'. NOR-MAN LUMBER COMPANY, Louisville, Ky.

COM. & BTR., 4/4". RIEL-KADEL LUMBER COMPANY, New South Memphis, Tenn.
NO. 1 C. & BTR., 4 4 to 8 4', 8 to 20 mes. dry.
NO. Ind. stock. VAIL COOPERAGE COMPANY, Fort Wayne, Ind.

NO. 2 C., 4/4", 35% 14 & 16', 1 yr. dry. WILL-SON BROTHERS LUMBER COMPANY, Pitts-burgh, Pa.

FAS, 8/4 to 16/4", 6" & up, 2 yrs, dry. YEA-GER LUMBER COMPANY, INC., Buffalo, N. Y.

### OAK—PLAIN WHITE

LOG RUN, 4/4", 1 yr. dry. H. B. BLANKS LUMBER COMPANY, Cairo, Ill.

FAS, 4/4", 12 to 16'; NO. 1 & 2 C., 4/4 & 5/4", 12 to 16'. GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4 to 12/4", bd. sd. piled at Ala. mill. BUFFALO HARDWOOD LUMBER COMPANY, Buffalo, N. Y.

FAS & NO. 1 C., 4/4", 4 mos. dry. H. H. HITT LUMBER COMPANY, Decatur, Ala.

FAS, 3/4 to 6/4"; NO. 1 C., 5/8, 3/4 to 6'4"; NO. 2 C., 4/4 & 5/4". KRAETZER CURED LUMBER COMPANY, Cincinnati, O.

FAS, 3/8 & 5/8", 1 yr. dry; NO. 1 C., 1/2", 1 yr. dry, LAMB-FISH LUMBER COMPANY, Charleston, Miss.

FAS, 4/4", 6" & up, 40% 14 & 16', 9 mos. dry; NO, 1 C, 4/4", 4" & up, 40% 14 & 16', 8 mos. dry; NO, 2 C, 4/4", 3" & up, 40% 14 & 16', 8 mos. dry; LIBERTY HARDWOOD LUMBER COMPANY, Big Creek, Tex.

COM, & BTR., 4/4", ran. wdths., ran. lgths., 2 rs. dry. LOUISVILLE VENEER MILLS, Louis-

COM. & BTR., 4/4". RIEL-KADEL LUMBER COMPANY, New South Memphis, Tenn.

NO. 1 C. & BTR., 4/4 to 8/4", 8 to 20 mos. dry, to. Ind. stock. VAIL COOPERAGE COMPANY, ort Wayne, Ind.

FAS, 8/4 to 16/4", 6" & up, 18 mos. dry: NO. 1 C., 8/4 to 16/4", 4" & up, 18 mos. dry. YEAGER LUMBER COMPANY, INC., Buffalo, N. Y. FAS 4/4", 6" & up wd.: NO. 1 C. & NO. 2 C. 4/4", 4" & up wd. PENROD, JURDEN & Mc-COWEN, Memphis, Tenn.

### OAK—QUARTERED RED

NO. 1 & 2 C., 4/4", 12 to 16'. GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C., 4/4 to 6 4"; NO. 2 C., 4/4. KRAET-ZER-CURED LUMBER COMPANY, Cincinnati, O. COM. & BTR., 4/4", ran. wdths., ran. lgths., 8 to 10 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

FAS. & NO. 1 C., 4/4". MOWBRAY & ROBIN-SON COMPANY, Cincinnati, O.

### OAK—QUARTERED WHITE

FAS, 4/4"; NO. 1 C., 4/4 & 5/4". KRAETZER-CURED LUMBER COMPANY, Cincinnati, O. FAS, 3/8, 1/2, 5/8, 3/4 to 8/4", 1 yr. dry; NO. 1 C., 3/8, 1/2, 5/8, 3/4 to 5/4", 1 yr. dry. LAMB-FISH LUMBER COMPANY, Charleston, Miss.

COM. & BTR., 5/8 & 4/4", ran. wdths., ran. lgths., 8 to 10 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

FAS, NO. 1 C. & NO. 2 C., 4/4", 40% 14 & 16', 5 to 6 mos. dry. MILLER LUMBER COMPANY, Marianna, Ark.

STRIPS, clear, 5/4", 3½ to 5½" wd. MOV BRAY & ROBINSON COMPANY, Cincinnati, O.

FAS 4/4". 6" & up wd., 40% 14 to 16' lg., 8 to 12 mos, dry; NO. 1 C. 4/4". 4" & up wd., 40% 14 to 16' lg. 8 to 12 mos. dry. PENROD-JURDEN & McCOWEN, Memphis, Tenn.

### PINE

NO. 5, 44", 4" & wdr. I. STEPHENSON COM-PANY, TRUSTEES, Wells, Mich.

### **POPLAR**

COM. & BTR., 5'8 & 4/4, ran, wdths., ran, lgths., to 8 mos. dry. LOUISVILLE VENEER MILLS, 6 to 8 mos. dry, Louisville, Ky.

NO. 1 C., plain, 5/4"; NO. 1 C., qtd., 4/4". MOW-BRAY & ROBINSON COMPANY, Cincinnati, O.

FAS, 4'4", 14" & up, 50% 14 & 16'; NO. 1 C., 4'4 to 6',4", 50% 14 & 16'; NO. 2 C., 6',4", 50% 14 & 16'. NORMAN LUMBER COMPANY, Louisville, Ky.

NO. 2 C. & BTR., 4/4", av. wdth., 10", 40% 14 & 16', 1 yr. dry. WILLSON BROTHERS LUMBER COMPANY, Pittsburgh, Pa.

FAS, 16.4", 8" & up. 2 yrs. dry. YEAGER LUM-BER COMPANY, INC., Buffalo, N. Y.

### SPRUCE

NO. 5, 4/4", 4" & wdr.; MERCH., 4/4", 4", 10 to 16'. I. STEPHENSON COMPANY, TRUSTEES, Wells, Mich.

### **SYCAMORE**

LOG RUN (m. c. o.) 4'4", 3" & up, 40% 14 & 16', 10 mos. dry. LIBERTY HARDWOOD LUMBER COMPANY, Big Creek, Tex.

### WALNUT

COM. & BTR., 4/4", ran. wdths., ran. lgths., 6 to mos. dry. LOUISVILLE VENEER MILLS,

COM. & BTR., 4/4", ran, wouns, ran, ignie, o comes mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

FAS, 3/8, 3/4 to 8/4", 6" & up, 50% 8/9', bal. 10' & up; FAS, 4/4", 6" & up, 50% 8/9', bal. 10' & up; FAS, 4/4", 6" & up, 6/7 & 8/9'; NO. 1 C., 1/2, 5/8, 3/4 to 8/4", NO. 2 C., 3/4, 4/4, 5/4, 8/4 & 10/4", PENROD WALNUT & VENEER COMPANY, Kansas City Mo.

NO. 2 C. & BTR., 4/4 & 5/4", 6 mos. dry, No. Ind. stock. VAIL COOPERAGE COMPANY, Fort Wayne, Ind.

NO. 1 C. 4/4, 4" & up. 6 to 16', 8 to 12 mos. dry. PENROD-JURDEN & McCOWEN, Memphis, Tenn.

### **MISCELLANEOUS**

MAPLE LATH, No. 1, 32"; No. 1, 4', ½x1½"; SHINGLES, standard white cedar, 6 to 10" clear. I. STEPHENSON COMPANY, TRUSTEES, Wells, Mich.

NO. 3 C., 4'4 to 12/4", 8 mos. dry. STRABLE LUMBER & SALT COMPANY, Saginaw, Mich.

### **DIMENSION LUMBER**

ASH, clear, 2x2—30", 1 yr. dry; 3x3—30", 8 mos. dry; 1 1 1 1 2 2 2 mos. dry; GUM, clear, 2x2—30", 3 mos. dry; 3x3—30", 3 mos. dry; OAK, clear, 2x2—30", 4 mos. dry; IX1—30", 8 mos. dry. PROBST LUMBER COMPANY, Cincinnati, O.

### **FLOORING**

# **VENEERS—FACE**

### ASH

LOG RUN up to '\s'" inc., 12" & up, 5 to 8'. BIRD'S EYE VENEER COMPANY, Escanaba, Mich.

NO. 1, 1/12", 8 to 28" wd., 20" lg., rty. MISSIS-SIPPI VENEER & LUMBER CO., Cedars, Miss.

### BIRCH

LOG RUN up to '\" inc., 12" & up, 5 to 8'; DOOR STOCK, '\", cut to dimensions as desired. BIRD'S EYE VENEER COMPANY, Escanaba, Mich.

### **GUM**

QTD. FIG. any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky
SEL. RED. No. 1, 1/12", 8 to 28" wd., 42 to 46"
lg., highly fig., rty.; No. 2, ½", 5½" wd., 82 & 86"
lg., stile ven., UNSEL., No. 1, 1/12", 8 to 28 wd.,
20" lg., rty.; No. 1, ½", 5½" wd., 82 & 86" lg., stile
ven.; No. 1, ½", 5½" to 14½" wd., 17 to 29" lg.,
rty.; RED. No. 1, 1/12", 8 to 20" wd., 20" lg., rty.
MISSISSIPPI VENEER & LUMBER CO., Cedars,
Miss.

### MAHOGANY

Any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

### MAPLE

B-EYE, 12" & up wd., 5 to 8' long in sheet, also cut to dimension as desired. BIRD'S EYE VENEER COMPANY, Escanaba, Mich.

### PLAIN OAK

DOOR STOCK, 1/2", cut to dimension as desired; LOG RUN up to 1/2" lnc., 12" & up, 5 to 8'.
BIRD'S EYE VENEER COMPANY, Escanaba,

Any thickness. LOUISVILLE VENEER MILLS,

Any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

NO. 1, red, 1/12", 8 to 28" wd., 20" lg., rty.; NO.

1, red, ½", 5½" to 14½" wd., 7 to 29" lg., rty.;

NO. 2, red, ½", 5½" wd., 82 & 86" lg., stile ven, MISSISSIPPI VENEER & LUMBER CO., Cedars, Miss.

### OAK-QUARTERED

Any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

### WALNUT

Any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

# VENEERS—CROSSBANDING AND BACKING

1/28", 12" & up, 5 to 8'. BIRD'S EYE VENEER COMPANY, Escanaba, Mich.

### **GUM**

Louisville, Ky

Any thickness. LOUISVILLE VENEER MILLS,

## **MAPLE**

1/28", 12" & up, 5 to 8'. BIRD'S EYE VENEER COMPANY, Escanaba, Mich.

### **POPLAR**

Any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

# PANELS AND TOPS **GUM**

QTD. FIG, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

### MAHOGANY

Any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

### OAK

Any thickness,

LOUISVILLE VENEER MILLS.

### WALNUT

Any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

# CLASSIFIED **ADVERTISEMENTS**

Advertisements will be inserted in this section the for white matters.

For two insertions . . . . 35c a line
For three insertions . . . . 50c a line For three insertions . For four insertions ........ .. 60c a line

Fight words of ordinary length make one line. Heading counts as two lines. No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

### LUMBER FOR SALE

### FOR SALE

cars 4 4 No. I Com. Plain White Oak 2 ars 4 4 1sts & 2nds Plain White Oak. 1 car 7 4 No. 1 Com. Plain Red & White Oak S. BURKHOLDER LUMBER CO., Crawfords ville, Ind.

### FOR SALE

Mala h test Shord & Sawed Indiana & Ohio Qtd White Oak Veneer, 1/2", 1/20", 1/28"; also Walrut Vener & Lumber

H. C. HOSSAPOUS, Dayton, O.

### WANT TO SELL

2 crouds 1" dry Wisconsin Red Oak cut from a run of Oak logs where the veneer logs were taken KIEL WOODEN WARE CO., Kiel, Wis.

## LUMBER WANTED

### WANTED WHITE OAK

Ship timber, plank and boards. For further par G. ELIAS & BRO., INC. ticulars write. Buffalo, N. Y.

### WANTED

4 4 No. 2 common Birch, both air-dried and kiln dried. Use about 250,000 feet per month THE GORHAM BROTHERS CO., Mt. Pleasant, Mich.

### LOGS WANTED

### WANTED-BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Obio.

# **DIMENSION STOCK WANTED**

### WANTED-DIMENSION OAK

Plain and Quartered. Write us for specifications and prices. INDIANA QUARTERED OAK CO., 52 Vanderbilt Ave., New York, N. Y.

### DIMENSION STOCK FOR SALE

### FOR SALE ASH DIMENSION

1 a glood 1 000 pt a 2x2 26".

popular proces 21, 121, 25" All stock under shed four routine dry

GALLOWAY KUNNLDY CO., Clarend . Ark

## TIMBER LANDS FOR SALE

### 10 TO 20 MILLION

As desired, Hemlock and Hardwood, Price County, Wisconsin. Address LAND COMMISSIONI R. Sco Line, Minneapolis, Minn.

## TIMBER & TIMBERLANDS FOR SALE

30,000 acres Virginia hardwoods, 80% Oak. Excellent opportunity for quick purchaser. Estimated to contain 300,000,000 feet. Address, "ENGINEER," 704 Union Bldg., Charleston, W.

### OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the classified section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you.

# TIMBER LANDS WANTED

### THOROUGHLY RESPONSIBLE PUR-CHASER

With ample means will pay cash for tracts (2,000 acres and up) of virgin pine, cypress, and hardwood timberlands owned in fee-in the southern and southeastern states.

We are not brokers, commission men or factors, but actual buyers, and all propositions submitted will be regarded in confidence.

We solicit correspondence only with owners or their legally authorized representatives. Address "BOX 90." care HARDWOOD RECORD.

### MACHINERY FOR SALE

### COMPLETE MILL PLANT

In first-class condition. Will sell separate items or as a unit:

250 horsepower engine; 10-horsepower engine and Edison dynamo; 3 tubular boilers; Allis band mill and carriage; Filer & Stowell steam feed; Hill nigger; Mershon & Co. vertical resaw; Phoenix Mfg. Co. edger; 7 saw trimmers; complete lath mill; live rolls, chains, belts, burner, fire pump, etc. On Soo Line, Naubinway, near Gilchrist, Michigan. Address

STREET-CHATFIELD LUMBER CO., 1882 Fullerton Ave., Chicago, Ill.

# MISCELLANEOUS

### TO RENT

For parties wishing to store, sort or consign lumber, I have excess yard room to care for some at reasonable rates.

GEORGE I. McCLURE, Detroit, Mich.

## Be Prepared for the Coming Boom! I of Make of the Larth for

Bilge Sawn Keg, Tub, Slack and Tight Staves; also Circled Heads

content to the Palet Power boot to

The Peter Gerlach Co., Cleveland, O.

# **LUMBER RULES**

ink insures perfect, permanent lettering with no injury to the rule, as with burnt lettering. Double riveted head, the rivets moulded into the brass.

Tool Steel Blade Oil Tempered

### Riveted Handle

The best of selected hickory used exclusively.

AMERICAN RULE & MFG. CO. Nashville, Tenn.



I Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it. S. D. CHILDS & CO. Chicago We also make Time Checks.

toncils and og Hammer

You have

### OLD CUSTOMERS

but

NEW ONES

must be added constantly to move your Lumber these days.

To this end accurate knowledge of factory needs is essential.

We have this information in strictly up-to-date form, all tabulated and ready for instant use. It is proving a big asset in many hardwood offices these days. Can you afford to give your competitor this advantage?

Let us tell you more about it.

HARDWOOD RECORD, Elisworth Building, Chicago, Ill.

If you are not a subscriber to HARDWOOD REC-

ORD and have a suspicion that you would like to see a copy, it is yours for the asking.

# **Baldwin Loggers**

are built for SERVICE, and they will SERVE YOU WELL



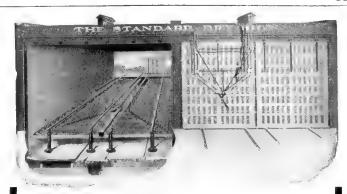
The 2-6-2 type, illustrated above, can be used in either switching or main line work. It is a safe engine on sharp curves and uneven tracks, and steams freely in the heaviest service.

# THE BALDWIN LOCOMOTIVE WORKS PHILADELPHIA, PA., U. S. A.

Cable Address:--"Baldwin, Philadelphia"

### REPRESENTED BY

F. W. WESTON		
CMARLES RIDDELL	625 Railway	Exchange, Chicago, Ill.
C. M. PETERSON	1610 Wright	Building, St. Louis, Mo.
GEORGE F. JONES	407 Travelers'	Bullding, Richmond, Va.
A. WM. HINGER	722 Spalding Bu	illding, Portland, Oregon



# We Are Prejudiced

—so, when we tell you that The Standard Dry Kiln will actually give you better results at less expense per year, you may think us overly enthusiastic.

# Better Ask Users

They are not prejudiced. They know the facts from their own experience. Get the long list of furniture and hardwood manufacturers who use The Standard Moist Air Drying System, and ask them about it. For list and descriptive catalog, address: The Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Ind.



# Expansion Drying

When a board is sawn from the log, it starts to shrink and different cuts of a log will shrink differently.

All methods of drying in the past have shrunk and shriveled the stock and caused numerous drying defects.

# The Grand Rapids Vapor Kiln

overcomes these difficulties by drying lumber "expanded" and produces lumber which is plump and "stays put" in all climates. This means tight joints and a permanent finish.

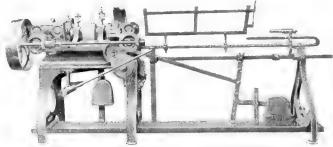


# Broom Handle Machinery

The latest addition to our line of Broom Handle Machinery—the well known "WEST-COTT" Automatic Broom Handle Lathe. This Lathe has, for many years, stood at the front for the turning of broom handles. The quality and excellency of its product is unquestionably the best.

We are now in position to furnish an absolutely complete broom handle equipment, and, if required, design your plant.

Ask us for information about our Tumblers, Bolters, Splitters, Chucking and Boring Machines, and in fact anything you require in this line.



"Westcott" Automatic Broom Handle Lathe

Cadillac Machine Company Cadillac, Mich.

# VENEERS AND PANELS

# Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA. WIS. VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under pow-erful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you,

Every man is Partial To His Coun Goods But the progress of his business The last pew years have seen a re-markable expansion in our plant and organization - building after building has been added until now we have double the capacity of a few years ago Flires a reason Every one of our products Hotary out clim Bo summed ask & bird faps + panels the surface seats can lame! panels enjoy the most exacting care and Superyou Ca. Easily I row That Vain & Wiscousen Seating Co new Kondon - Maken of Time theny lands

# VENEERS

Sliced Quartered White Oak and American Walnut

Let Us Quote You

The Buckeye Veneer Co. Dayton, Ohio

# Geo. L. Waetjen & Co. WISCONSIN

MILWAUKEE

Our large stock of

PANELS AND VENEERS

at all times assures the consumer of immediate shipments

If It's Veneer or Veneered We've Got It

Write for Our Monthly Stock List

### DOOR MAKERS

can buy one 1/8" birch and oak veneer from stock on hand. This means prompt service. We sell log run or cut to standard dimensions.

### FURNITURE MANUFACTURERS

can be assured of consistent quality in our 3/16" and 1/4" three-ply birch or oak drawer bottoms or case racks.

# Wisconsin Veneer

Rhinelander, Wisconsin

# Sliced Quartered Oak Figured Gum American Walnut

Cut to Dimension, Jointed and Taped, Ready to Lay ROTARY CUT

CHESTNUT ASH POPLAR OAK WALNUT

Knoxville Veneer Co. P. B. RAYMOND, General Manager, Knoxville, Tenn.



# "Ideal" Steel Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

### ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

# I. Stephenson Co., Trustees

WELLS, MICHIGAN

# Strable Lumber & Salt Co.

Manufacturers of

Hardwood Lumber

AND

Maple Flooring

SAGINAW,

MICHIGAN

WE WANT TO MOVE:

WE WANT TO MOVE:
50,000 ft. 8/4 No. 2 and
better Soft Maple,
150,000 ft. 4/4 No. 2 and
better Soft Maple,
75,000 ft. 6/4 No. 2 Common Soft Elm,
75,000 ft. 6/4 No. 3 Common Soft Elm,
30,000 ft. 4/4 No. 2 Common Soft Elm,
100,000 ft. 4/4 No. 1 Common Soft Elm,
100,000 ft. 4/4 No. 1 Common Basswood,
37,000 ft. 4/4 No. 2 Common Basswood.

# "Chief Brand" Maple and Beech Flooring

in 3, 5 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

# Kerry & Hanson Flooring Co.

We are members of the Maple Flooring Manufacturers' Association

# VON PLATEN LUMBER COMPANY

Iron Mountain, Mich.

Have following stock at Boyne City, car or cargo shipments:

160 M ft. 4/4 No. 2 Com. & Better Red Oak 250 M ft. 4/4 No. 2 Com. & Better Beech

75 M ft. 5/4 No. 2 and No. 8

Beech

14 M ft. 14/4 No. 2 Com. & Better Maple 12 M ft. 10/4 No. 2 Com. & Better Maple

500 M ft. 12/4 No. 3 Com. Maple 500 M ft. 4/4 No. 3 Com. Maple 67 M ft. 5/4 Log Run Basswood 34 M ft. 5/4 No. 2, 3" and 4" strips, Basswood 12 M ft. 5/4 5" and wider No. 2 Com. Basswood 24 M ft. 5/4 No. 3 Com. Bass-wood

wood 12 M ft. 4/4 No. 3 Com. Bass-wood.

# EAST JORDAN LUMBER

EAST JORDAN, MICHIGAN

High Grade Maple

35M 12/4 No. 1 Common and Better

25M 8/4 No. 1 Common and Better 6/4 No. 1 Common and Better 35M

4/4 No. 1 Common and Better 60M

5/4 Ouarter Sawed Hard Maple 50M

Strictly Lower Peninsula stock. Write for prices.

FULL THICKNESS

BAND SAWN

QUICK SHIPMENT

# BIRCH VENEERS

ARE THE PRODUCT OF HIGH GRADE LOGS, FIRST-CLASS EQUIPMENT AND OVER TEN YEARS' EXPERIENCE MILWAUKEE BASKET COMPANY, South Milwaukee, Wis.

ASTMAN FLOORING CO.

# BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis

# BUFFALO

The Foremost Hardwood Market of the East

Standard Hardwood Lumber Co.

OAK, ASH and CHESTNUT

1075 Clinton Street

# ANTHONY MILLER HARDWOODS OF ALL KINDS

893 Eagle Street

# G. Elias & Bro. HARDWOODS

White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring

955-1015 ELK STREET

# Hugh McLean Lumber Co.

OUR SPECIALTY:

QUARTERED WHITE OAK

940 Elk Street

# BUFFALO HARDWOOD LUMBER CO.

Dry band sawed stock

Piled at our Mill in Alabama ready for shipment 100000' 4:4 1s & 2s Plain Red Oak.
50000' 4:4 No. 1 common Red Oak.
50000' 4:4 1s & 2s Sap Gum.
30000' 4:4 No. 1 common Sap Gum.

940 Seneca Street

Yeager Lumber Company, Inc.

Specialties:

Oak, Ash and Poplar

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T. SULLIVAN & CO.

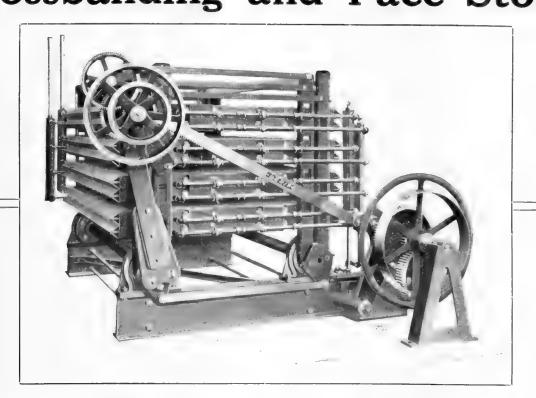
Specialty - Brown Ash

No. 2 ARTHUR STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.



# For Redrying LOCKPORT, N.Y. Crossbanding and Face Stock



# "Merit" Balanced Plate Veneer Drier

why THE "MERIT" VENEER REDRIER is superior to any 18 Reasons other method of preparing veneers for the Glue Room.

It can be operated from both sides.

Can be loaded and unloaded while the machine is operating.

Will redry any kind of Veneers.

Will straighten all kinds of crooked stock.

Will shrink all Veneers.

Will remove absolutely all moisture.

Will take little floor space.

Will take less power to operate than any other method.

Will take less steam consumption than any other system.

Will give larger drying capacity in same space than any other system.

Will require less cost for up-keep.

Will have no movable pipe joints to leak. Will release pressure intermittently to allow Veneer to shrink.

Will not check any stock.

Will last longer than any other mechanical Drier.

Will reduce costs in the Glue Room.

Will prove to be a valuable machine in your Glue Room equipment.

Will please every customer.

Can you afford to ignore the above eighteen facts that you can prove in your own Plant by placing your order now with us? Others are doing it. Why not get in line and safeguard your interests now as your competitors are doing?

# MERRITT MFG. COMPANY

LOCKPORT, N. Y., U. S. A.

BOTH NORTHERN and BOUTHERN OAK

HARDAGOD LUMBER and
ROTARY VENEERS

STIMSON'S MILLS

J. V. STIMSON HARDWOOD CO.

STIMSON VENEER & LUMBER CO. MEMPHIS, TENN.

Entire Line of Well Manufactured

# HARDWOOD LUMBER

from 3/8" thick up
IN DRY STOCK
including

# OAK AND RED GUM

PLAIN AND QUARTER SAWN

WALNUT HICKORY ELM POPLAR ASH MAPLE

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Tells all there is to know about every commercial forest tree of America.

# AMERICAN FOREST TREES

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# PENROD Walnut & Veneer Co.

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EXCLUSIVELY WALNUT LUMBER AND VENEERS

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MANUFACTURERS AND EXPORTERS

HARDWOOD LUMBER

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Rotary Cut Veneers

General Offices
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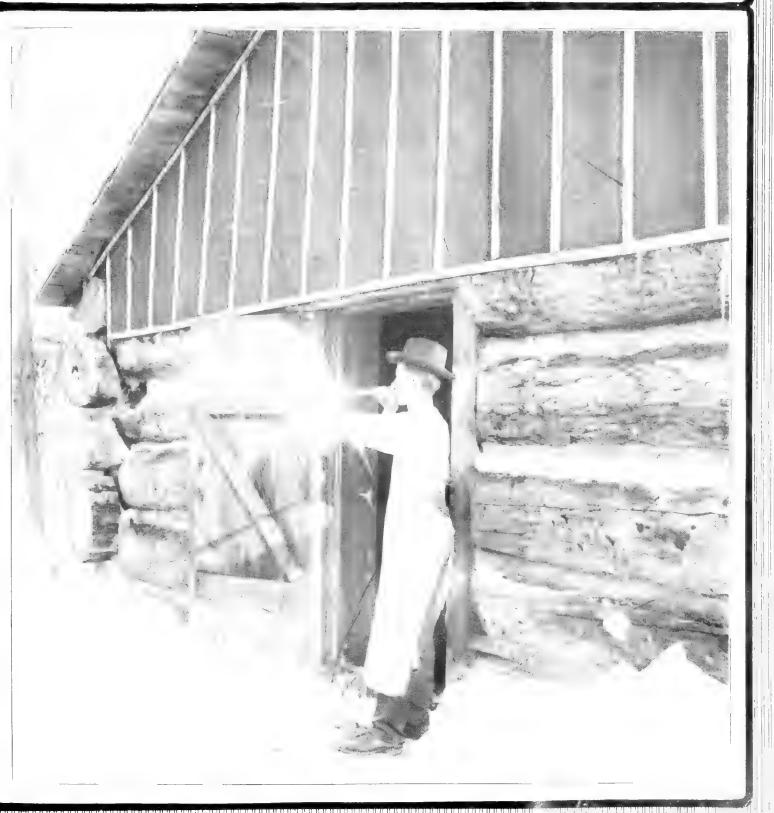
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Twenty-First Year Semi-Monthly CHICAGO, NOVEMBER 25, 1915

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Philadelphia, Pennsylvania ESTABLISHED 1798

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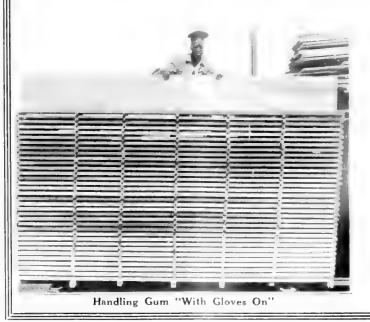
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Your Order Will Follow

# The Ford Joke Is Possible Only Because the Ford Car Is Cheap



The same is true of gum lumber—it has been kicked and cussed at only because its producers allowed it to be called a cheap wood. They refesod to put enough not eyon it to bring out its true ment—have let it be known as a "necessary evil"—a side issue to the end that it has never commanded respect.



# A New Era in Gum

is being developed by our policy. We have adopted GUM as our MAIN PRODUCT. We have studied it and know it. Knowing it we have had the faith to put a good deal of money into its correct manufacturing and handling.

Today our stock represents more real beauty, more adaptability, more genuine merit than any other American hardwood.

They will are the transfer against gum, our stock and the control of the control

Kraetzer-Cured Lumber Co.



# Michigan Hardwoods Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

# Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

# DRY 5-4 CADILLAC GRAY ELM

WE HAVE THREE CARLOADS
OF CHOICE 5/4 CADILLAC GRAY
ELM WHICH RUNS FROM 80 TO
90 PER CENT TWELVE INCHES
AND WIDER AND LARGELY 14
INCHES AND WIDER. IF YOU
CAN USE IT, MAY WE QUOTE
PRICES FOR PROMPT SHIPMENT?

# MITCHELL BROTHERS CO.

CADILLAC, MICH.

SALES DEPARTMENT

# Its Genuine Merit Made It Popular

It is true that its great beauty of figure and color first attracted attention to Quartered Figured Gum.

But it would not now be recognized as "America's Finest Cabinet Wood" if actual working tests (more severe than other woods are subjected to) did not conclusively prove that it possesses all the good and substantial qualities that insure full and lasting satisfaction.

Progressive manufacturers of furniture, interior trim and similar lines have learned of the thorough adaptability of Quartered Figured Gum, and are using in increased quantities.

Quartered Figured Gum is an ideal wood for interior trim, because its natural color has that pleasing brown tone.

Why not investigate?

# THE LOUISVILLE VENEER MILLS

LOUISVILLE

Makers of Good Veneers and Panels for more than Quarter Century KENTUCKY

# J. RAYNER VENEERED PANELS

SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST. CHICAGO



# A floor to adore

For thirty-three years Wilce's Hardwood Floe-ing has becausing the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced de-mands of the trade. To convince yourself of the above statements, try our pollshed surface floe-fing, torqued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our flowlet tells all about Hardwood Flond how to care for ti-also prices and t

# The T. Wilce Company

22nd and Throop Ste. CHICAGO, ILL.

# STEARNS OLUDINGTON O

Hardwood Specialists

5,000,000 feet 4-4 to 8-4

# BEECH

A complete stock of thoroughly dry Beech in all grades

We specialize in Kiln Dried Stock

The QTEARNS LUDINGTON, MICH.

Claims backed by a guarantee necessarily assure you of the

# Real Indiana Oak

When you want to buy that class of stock. The oak logs cut at our La Porte, Ind., mill come from this state and nowhere else.

Our Marmaduke, Ark., plant turns out a fine line of Oak, Ash and Cypress.

Consider what it means to you when our cooperage plants take all the poorer stock and you get only the cream.

Try out that statement

Vail Cooperage Ft. Wayne, Indiana

Rope and Twist Work

in various styles and wood, made to detail or send us your turnings and we will rope or twist to suit

Pine quote I upon receipt of seet les or Mustrations

Your inquiries are solicited

The F. A. Requarth Company Monument Ave. and Sears St., Dayton, O. Salt Lick Lumber Co. SALT LICK

KENTUCKY

Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths



# W. P. Brown & Sons Lumber Company

Let Us Quote You Special Prices for Immediate Delivery on the Following Stock:

Quartered White Oak
4-1 No. 1 Com., 10" and un
36,000 ft.
4-4 No. 1 Com., 213,000 ft.
5-4 No. 1 Com., 40,000 ft.
Quartered Red Gum
5-4 No. 1 Com., 56,000 ft.
6-4 No. 1 Com., 43,000 ft.
Plain White Oak
4-4 Is and 2s, 116,000 ft.
Plain Red Oak
4-4 and thicker, 1s and 2s, 37,000 ft.
We have a full stock in and Yellow Pine. We can quote on mixed or straight cars. The location of our mills and yards insures prompt shipment and the best of service.

# Wood Mosaic Company

(Sales Office: New Albany, Ind.)

We can make attractive prices on the following well manufactured stock:

2" No. 1 Common and Better Hickory, 100,000 feet.
2½" Common and Better Hickory, 1 car.
3" Common and Better Hickory, 2 cars.
4-4 1s and 2s Plain Red Oak, 150,000 feet.
4-4 No. 1 Common Walnut, 50,000 feet.
4-4 No. 2 Common Walnut, 50,000 feet.
2½" No. 2 Common Walnut, 50,000 feet.
2½" No. 2 Common Walnut, 50,000 feet.
5-4 1s and 2s Poplar, 50,000 feet.
6-4 1s and 2s Poplar, 50,000 feet.
8-4 1s and 2s Poplar, 50,000 feet.
5-8 1s and 2s Poplar, 12" and up, 15,000 feet.
4-4 1s and 2s Poplar, 12" and up, 15,000 feet.

Get acquainted with our Famous Indiana and Kentucky QUARTERED WHITE OAK.

# Norman Lumber Company

We offer for immediate shipment the following stock, which is attractively priced and is unusually desirable in other ways:

15,000 ft, 4-4 ls and 2s Poplar, 14" and up wide, 25,000 ft, 4-4 No. 1 Common Poplar, 35,000 ft, 5-4 No. 1 Common Poplar, 52,000 ft, 6-4 No. 1 Common Poplar, 50,000 ft, 6-4 No. 2 Common Poplar,

Above items are good average width, 50 to 75 per cent 14 to 16 feet long.

15,000 ft. No. 1 Common Plain Red Oak. 15,000 ft. 4-4 No. 2 Common Plain Red Oak.

This lumber is 25 per cent long, Kentucky stock.

# Edward L. Davis Lumber Company

Kentucky and Indiana Oak, Ash, Walnut

are famous for color and texture. The careful buyer selects not merely "lumber," but stock that will do credit to the job. In our own sawmill at Louisville we cut up the finest logs produced in this section-and the consumer gets the benefit. Ask us for prices on what you need.

# W. R. Willett Lumber Company

Sales Agent Parkland Sawmill Company, Louisville, Ky.

We offer the following items of hardwood lumber of our own manufacture now on sticks at our Louis-ville mill. The stock was manufactured from carefully selected logs, possessing the texture desired by discriminating consumers:

Iscriminating consumers:
car 6-4 Is and 2s Ash.
car 6-4 No. 1 Common Ash.
cars 10-4 Common and Better Ash.
car 12-4 1s and 2s Poplar.
car 12-4 1s and 2s Poplar.
cars 4-4 No. 1 Common Plain Red Oak.
cars 4-4 No. 2 Common Plain Red Oak.
cars 8-4 Is and 2s Plain Red Oak.
car 8-4 No. 1 Common Plain Red Oak.
car 8-4 No. 1 Common Plain Red Oak.
cars 5-4 Is and 2s Quartered White Oak.
car 4-4 No. 1 Common Quartered White Oak.
car 4-4 No. 1 Common Quartered White Oak.
car 5-5 No. 1 Common Quartered White Oak.
car 4-4 No. 1 Common Quartered White Oak.
car 4-4 2½" to 5" Clear Quartered White Oak Strips.

# C. C. Mengel & Bro. Company

We operate our own Mahogany Logging Camps in Africa, British Honduras and Mexico, and are specialists in the production of Mahogany Lumber, Veneers and Dimension Stock. We carry a large stock of Plain and Figured Veneers, and can submit samples to suit any requirement.

If It's in Mahogany, We Have It





# It's a Long Jump

**FROM** 

# Your Wife's New Suit

# Oak Lumber

At the same time there is a clearly defined lesson in the way the ladies are flocking to those soft brown shades that are so pleasing and restful to the eye.

When you say "Oak" and "Brown" in the same breath you don't have to cook up any excuse for the combination. Oak naturally stands for these soft, comfortable, restful brown interiors.

It is not necessary that one have unusual discernment to appreciate that a color which the housewife favors is going to have a lot to do with the furniture she buys.

We have then the condition of the vogue of the brown tones:—Oak is not only at its very best so finished, but is superbly ahead of all competitors in those shades.

Hence, there seems no possible outcome other than that oak will have all of the call this winter. Indeed it has clearly shown its increasing popularity already.

The wise furniture man will prepare to meet this condition by concentrating his attention on new designs in oak.

For any information on this subject address

# Any Manufacturer on the Succeeding Page

Oak Information Bureau, 707 Ellsworth Building, Chicago





All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

# BAY CITY MICH.

THE LARGEST PRODUCING CENTER OF MICHIGAN HARDWOOD LOWER PENINSULA HARD MAPLE

When You Think This, Think Bay City

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500M 6/4 No. 2 Common & Better Hard Maple
500M 4/4 No. 3 Cemmon Bard Maple
100M 4/4 No. 2 Cemmon & Better Soft Maple
100M 4/4 Birch, Mill Run
200M 6/4 Bassweod, L. R.
110M 4/4 No. 1 Cemmon Basswood
75M 4/4 No. 1 Cemmon Basswood
90M 6/4 No. 2 Common Basswood
90M 5/4 No. 1 Common Basswood
60M 5/4 No. 2 Cemmon Basswood
125M 5/4 No. 2 Cemmon Basswood
125M 5/4 No. 3 Common Basswood
125M 5/4 No. 3 Common Basswood
160M 6/4 No. 3 Common Basswood
160M 6/4 No. 3 Common Basswood
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| Basswood | 20 cm ft | 5 4 | No | 1 Centum | 1 20 cm ft | 5 4 | No | 1 Centum | 1 20 cm ft | 5 4 | No | 1 Centum | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 2 Common | 1 20 cm ft | 5 4 | No | 2 Common | 1 20 cm ft | 5 4 | No | 3 Centum | 1 20 cm ft | 5 4 | No | 3 Centum | 1 20 cm ft | 5 4 | No | 3 Centum | 1 20 cm ft | 5 4 | No | 3 Centum | 1 20 cm ft | 5 4 | No | 2 Common | 1 20 cm ft | 5 4 | No | 2 Common | 1 20 cm ft | 5 4 | No | 2 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20 cm ft | 5 4 | No | 3 Common | 1 20
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Let the following manufacturers know your needs:

KNEELAND-BIGELOW CO. W. D. YOUNG & CO. RICHARDSON LUMBER CO.



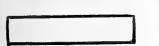
# Our Best Advertisement

Is Our Satisfied Customers

Gentlemen:—Some twelve years ago we bought two Mershon Standard Perfected Resaws. Two years later, we bought three more for the same purpose and two large ones for our saw mills. If we were in the market today, we would buy a Mer-

SURRY LUMBER CO.

Wm. B. Mershon & Company, Saginaw, Mich.



EADING MANUFACTURERS AND JOBBERS

### SONS WM. WHITMER

Manufacturers and Wholesalers of All Kinds of

"If Anybody Can, We Can"

# HARDW

West Virginia Spruce and Hemlock Long and Short Leaf Pine

Virginia Framing

Franklin Bank Bldg.

PHILADELPHIA

# WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

### PALMER & PARKER CO.

TEAK ENGLISH OAK CIRCASSIAN WALUT

MAHOGANY

EBONY DOMESTIC

HARDWOODS 103 Medford Street, Charlestown Dist.

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SAVE YOUR MONEY BY USING THE

# RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Maniteba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

a well organized Collection Department is also operated and the same is open to you. Write for turns,

Established umbermen's Credit Assn., 1578

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# Willson Bros. Lumber Co.

Manufacturers

# West Virginia Hardwoods and North Carolina Pine

Mills at PORTERWOOD, WEST VA. JACKSONVILLE, N. C. CONWAY, S. C.

Main Office: PITTSBURGH, PA.

# WISTAR, UNDERHILL & NIXON

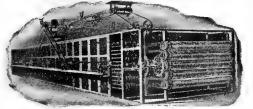
NICE FLAKY STUFF

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Not only the ONLY HARDWOOD PAPER but the BEST LUMBER PAPER published

# PROCTOR UNPARALLELED SUCCESS

Splitting Nor Checking Nο Clogging Nor Adjusting



Recommended by all those whe have tried

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PLAIN AND QUARTERED RED AND WHITE

## RED AND SAP GUM

High Grades

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Stock

We Make a Specialty of Thin

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AND GUM VENEERS

THREE-PLY GUM PANELS BOX SHOOKS—EGG CASES

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# Little Rock., Ark., Has the Pick of Arkansas Hardwoods

ITS geographical location is such that it is virtually in the center of the best hardwood timber in the Southland. Its railroad facilities give it the call on any of this timber at any time. We have planned our band mill operations to make the most of this natural advantage, so you have not only the finest selection of logs for your exact wants, but have in our mill the opportunity of getting just that kind of lumber that you can work best.

LITTLE ROCK LUMBER & MANUFACTURING COMPANY, Little Rock, Arkansas D. S. WATROUS, Sec'y-Treas., Mgr.

# Here Are Your Walnut Legs

Possibly they could be used for other purposes, as the stock is of very good quality, practically dry, straight grained, mild wood, clear of knots and other serious defects.

This stock has some pieces with sap on the edges but this does not injure same for purpose intended, as sap is not white.

We offer for quick shipment and at very low prices, so as to move before stormy weather arrives:

Pieces		Dimensions	Lengths
18,000	• •	$2\frac{1}{2}$ " sq.	34 "
23,000		$2\frac{1}{4}$ " sq.	34 "
14,000		$2\frac{1}{2} \times 1\frac{3}{8}$	26 "
31,000		$2 \times 1\frac{1}{2}$	26 "
10,000		$1\frac{1}{2} \times 1\frac{1}{2}$	26 "
22,000		$2\frac{1}{2}$ " sq.	24 "
19,000		$2\frac{1}{4}$ " sq.	24 "
34,000		$2\frac{1}{2}$ " sq.	22 "
225,000		$2\frac{1}{4}$ sq.	22, 20, 18, 16, 14 "

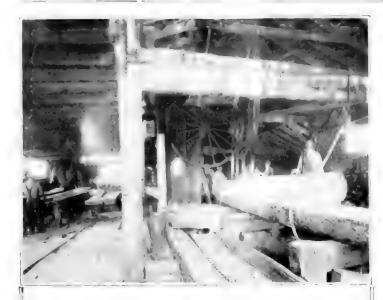
Also we have for immediate shipment 600,000 ft. of 4/4 walnut lumber, 6 to 14 ft. long.

This stock will grade equal to No. 1 Common and is practically clear of knots and small defects found in lumber cut from parts of the log near the heart center.

IF YOU ARE INTERESTED, DROP US A CARD, ASKING FOR PRICE OR SAMPLE.

# PICKREL WALNUT COMPANY

St. Louis, Mo.



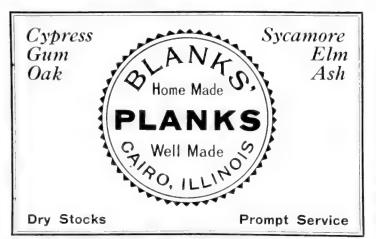
The band saws that have cut hardwoods grown in Indiana for a half century, and have enabled us to maintain the policy of



Honest Inspection Intelligent Selection



Hoffman Bros. Company, Fort Wayne, Ind. ESTABLISHED 1867 INCORPORATED 1904



# The Mowbray & Robinson Company MANUFACTURERS Hardwood Lumber

MADE (MR) RIGHT Oak Flooring

Purveyors of Floors for Fastidious People Main office, yards and warehouse QUICKSAND, KY. CINCINNATI, O.



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# Going in the right direction"and keeping that direction is our consistent aim-

Sample orders are handled with a view to demonstrating our stock and to bring repeat orders - and continuation of repeat orders is vitally necessary.

Intelligent effort and close attention to the proper care of our product has enabled us to supply our trade with the kind of lumber they need and can use economically.

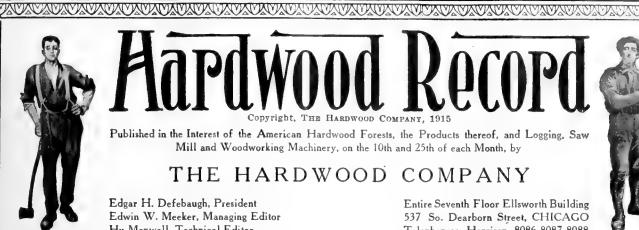
> Some of them have written some very intersting let ters about our lumber would you like to read them

George C. Brown & Company

Band Mill at Proctor, Ark.

Home Office, Memphis, Tennessee

V Few Big Stoks for the Mid



# Jedwood Rec

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

# THE HARDWOOD COMPANY

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# Review and Outlook



### General Market Conditions

THE MOST INTERESTING FEATURE of the present standing of the hardwood trade is its effect upon the policies of producers of hardwood products. To lay down anything in the nature of a general policy that would fit all concerns manufacturing hardwood lumber and veneers would be an impossibility as circumstances invariably differ as between different operators.

The northern operator is constantly faced with the low grade bugbear. This stock does not find the diversified and regular market that the low-grade products of the southern mills commonly enjoy. Hence the northern operator's production must be regulated to the condition of his low-grade piles. He has had an accumulation of lowgrade lumber, and while his upper grades are moving in good shape and stocks are well in hand in this particular, the average northern operator is counting upon a reduction that will probably shorten the input of hardwood logs by about ten per cent during the winter months.

On the other hand the southern operator has a better balanced product and the markets for his low-grade are more normal and less subject to fluctuations. As a result, the present rapid improvement in the hardwood situation has found many southern operators with stocks somewhat broken, but the probabilities are that there can be anticipated a nearer approach to normal production of southern hardwoods in the next few months than has prevailed for quite a long period.

It is difficult to tell how far the upset in the export business has affected and will continue to affect the hardwood situation, but no one has any right to believe that this policy will be negligible. There isn't very much in the way of improvement in this direction and it is hardly to be anticipated that a normal movement of the common run of hardwoods designed for foreign consumption will be resumed until conditions are well settled after the close of the war. In the meantime the export situation will continue its effect on the whole lumber market, but fortunately it is apparent that the domestic situation will be so overwhelmingly better as to partly nullify the bad influence of the partial cessation of the movement abroad.

In speaking of prospect for better prices in hardwoods, it can be said with absolute truthfulness that there have been advances in a good many items, but it is undoubtedly true that the most notable advances have been in those items which were most off list before. That is, there has been a general tendency toward establishing a common stable level and anybody who can not get an immense measure of encouragement from the steadying tone on going prices of all grades and kinds of the usual types of hard-

woods is indeed a pessimist. As yet, it is hardly possible to make an intelligent statement showing in a specific way a general advance in hardwood values, for as a general thing where better prices have been realized on stable articles they have been the result of circumstances which could not be taken as establishing a market precedent. At the same time each and every instance of orders placed on advance quotations will have its effect upon offerings of the whole trade, and in the course of time these individual cases will determine the going prices for hardwoods. But for the present and for a reasonable period in the future about the best that can be hoped for is the absence of the ridiculous sacrifices that have characterized trade in hardwood lumber, veneers and kindred products for a good many months. After that will come a marked upward movement.

The recent contention of one southern manufacturer that the inventory season this year will not have the depressing effect that it usually does is certainly being borne out not only by the statements of others, but by the conditions that everyone has surely become aware of by this date.

The forging ahead is going to keep steadily on right through the ordinarily dull fall months. HARDWOOD RECORD has predicted in the last few months that better prices that can be classified as general and which offer tangible form, will go into effect. The evidence in this direction is growing stronger week by week, and it was never stronger than it is now. In the meantime buyers are still able to get reasonable quantities of stock for immediate use at favorable prices.

Probably the biggest reason for rejoicing in the lumber ranks is the continued evidence that the railroads' resumption of buying in all directions is a direct result of more money in their coffers. They are getting more business and are embracing the opportunity of getting their equipment and trackage in good shape.

The increased call from the country yards is another evidence of the influx of money into the farm sections, which in general realized handsomely on their crops this summer and fall. About everything that is used in the farming business is being overhauled and added to and being put into good working form for next year's prosperous activity. All in all, while there is still a good deal to be hoped for, there is no prospect that there will be any kind of a slump for a long time to come. In fact every prospect of much clearer, cleaner and more satisfactory business for the remainder of 1915 and during the greater part of 1916 is evident. What will come after that is problematical, but if we get well launched in 1916, it is very likely that we will have started on an indefinite period of prosperity.

## Seeking a Solution

It would be be the trained from the form of the past. In our times when the larger states are the states and the past. In our times when relatively lifted index of the analytical behavior of the past. In our times when relatively lifted index is a self-and that liftle was permitted to be two or three years and slowly dry in the open air, no seasoning problem vexed the carpenter, calend maker, and builder. All that a non-lift to no was to was an invitable to define lumber. It took a long time to do it, but nobody knew any other way and nobody expected anything else.

Modern business moves so fast that a man cannot wait for airseasoned lumber. If he attempts to do so, he is left so far behind that he can never catch up. The read from the tree in the woods to the plank in the floor or the rail in the stairway is very short these days. That road passes through a sawmill and a drykiln, and

at the call of two or three weeks, if the case is urgent, the lumber is just to its final use.

When the Civil War came on, a convention of glasmiths was held in South Carolina. The difficulties facing their business was discussed, and the conclusion was reached and announced that no wood was suitable for gunstocks until it had been air-dried for twenty years. That was, of course, an extreme opinion, but it shows what was believed at that time. It used to be a common saving among hatters that wood for hat blocks-forms over which to stretch hats during the process of making - - must season during six years before it was fit for use, and the last year "must be spent in a stove room." The cross-roads wagon shop stored its oak and hickory under sheds to season and kept it there so long that frequently the son worked up the billets which his father had stored -provided the powderpost beetles had not already "worked them up."

The dry kiln has reduced years to days; but the days are often full of trouble for the kilnman. He has checking, warping, case-hardening, and hollowhorning to contend with. Haste is what does it. The processes by which water is forced out of a board in a few days, which in the old natural open-air way required a couple of

years to make its exit, are severe on the lumber. As time shortens, strain increases. The makers of drykilns are trying to lessen the severity of the strain while shortening the time to the last limit. That is one of the hardest problems in the whole domain of physics, and many an inventor loses nights of sleep while trying to figure out that vexatious problem. The idea of what is wanted is very clear. No mystery stands in the way of perception. But the thing to be done is a hard thing to do.

Is the solution any nearer? Unquestionably it is. Every passing year sees a nearer approach. The way to dry lumber perfectly in a short time will be found out, but the thing has not quite been done yet, though progress in that direction is constant. The makers of kilns are on the right road and will finally win.

When nature puts water into wood, the water is corked fast within

the complicate Lyones, tales of the and cavities, and drastic processes are required to take it out quiry. The water does not let go under any sort of mild moral sussion; and when force is used to harry up the work, the water comes out much as dynamite comes out of a strilled hole in a stone quarry tearing things as it comes. That is what does the crecking, warpin, and holowhorning. The kilnman's hard job is to rincer that, in a coax the water to come out without blowing up the fibers and slitting the cells. It is a man's job, and the tinkerer who tackles it is wasting his time.

## Export Record Broken

IF EXPORTS CONSTITUTE A BAROMETER to measure prosperity, this country attained an important eminence in September. All records of exports of merchandise were broken for that month in other years. The total was nearly twice that of the corresponding month in 1914; but the comparison is hardly fair, because in Septem-

ber of last year the war was in its second month and commerce was in a panic. Old channels were closed and new ones had not yet been opened. After a full year of war, many trade channels remain closed, but that disadvantage is more than offset by the opening of new markets for our products.

A large part of the September exports for this year consisted of commodities which would not be salable in such amounts if there were no war, yet it is a mistake to conclude that the principal portion of the three hundred million dollars' exports for the month consisted of war material. A list of some of the important items will show the correctness of this statement. Wool going abroad was worth \$2,500,000; breadstuffs, \$39,600,000; domestic animals, \$10,200,000; automobiles, \$12,800,000; cotton, \$37,100,000; fruits and nuts, \$3,800,000; meat, \$18,500,000; paper, \$2,100,000; tobacco, \$6,700,000; lumber, \$5,-300,000. Many other large items were intended primarily for the civilian population, though doubtless the armies in the field received some of the benefit.

War materials added several considerable items. For instance, during September the value of explosives crossing the sea was \$18,400,000, and copper \$9,600.000. A pretty high percentage of

automobile shipments goes to the front.

It is a mistaken idea that this country's prosperity depends upon export business. It helps, of course, and such business is highly desirable; but home business is the backbone of prosperity. Just now the lumbermen need more trade at home rather than abroad, and other industries are in the same situation. The ideal condition consists in plenty of business both at home and abroad, and indications now point that way.

# Quarantining Against Decay

PREDICTIONS HAVE BEEN VENTURED that before many years the sanitary condition of lumber will be made the subject of official inquiry in much the same way that food products and trees and vines from nurseries now are. That day may not come soon, but

### THE COVER PICTURE

(Thanksgiving in the North Woods)

Steam jets from coffee caldrons pour;
The roast is browned; the dip is stirred;
It is the hour when from the door
The dinnerhorn's high note is heard.

The heavy intonations roll
Their deep-mouthed welcome through the spruce,
Inviting many a hungry soul
To hasten to the noontime truce.

Near by and loud, and far and low, Like echoes, one by one come back Across the wilderness of snow The answers of the lumberjack.

The clarion call is understood
On track and trail and forest way;
It sounds through glen and glade and wood
An anthem of Thanksgiving Day.

The sky is blue; the atmosphere
With crystalled frost is whetted keen,
And breezes whisper low and clear
Among the hemlocks dark and green.

Who recks of cold? Is not the board Spread for the forest jubilee To greet the onward-rushing horde That comes like billows o'er the sea?

Even though the mess-shack's paneless walls

Let in the merest struggling ray,
It matters not; no palace halls

Are brighter on Thanksgiving Day.

Goodwill and other goodly things
In rich profusion there abound,
While tote-road princes, canthook kings,
Pass steaming trenchers round and round.

argument might be offered in favor of it. Decay in wood is a disease that may spread as smallpox spreads among the unvaccinated of the human race. No wood will decay unless the germs of decay are communicated to it from wood or other vegetable substance already infected. Rot is not inherent in wood or in anything else. It is communicated from subject to subject by the spread of the germs from one to another.

Decay in wood is caused by a plant growth that takes root among the fibers of the wood and develops and spreads. The plant which does this is called a fungus. There are many species, some preferring one kind of wood, some another; some spreading rapidly through the cells and fibers, producing rapid decay, others work slowly and do little harm. The germ which furnishes the means of spreading the rot from one piece of wood to another is called a spore. It is not exactly a seed, but it amounts to the same thing. When it falls on a piece of wood when the conditions of moisture and warmth are suitable, it grows like a seed, and sends roots into the wood and dissolves its substance, and that produces decay. The spores which do this are usually too small to be seen separately without a strong glass, but each microscopic speck may become a center of infection. Spores develop and fly away through the air in countless millions, and fall everywhere in the vicinity, spreading rot over the surface of sound lumber if sufficient moisture is present.

Suggestions have been many times made that decaying lumber should not be shipped because of the probability that it will communicate its own disease to sound lumber along its journey or at its destination. Without doubt such a thing often happens. Formerly persons afflicted with smallpox or leprosy were permitted to walk about as long as they were able to go, and in medieval times such persons were whipped out of every town they entered, and were thus kept on the go. It can be imagined how far and wide they spread their diseases. Decaying lumber carries germs in the same way and communicates them by contact or by means of wind and water. No sanitary measures have as yet been taken to prevent this, though architects are well aware that factory floors and other timbers contract decay from rotting lumber brought in for manufacturing purposes. Lumber shipments might have clean bills of health the same as is required in shipments of cattle from state to state. However, the cases are not parallel, for the germs of wood decay are so abundant and so universally dispersed that no quarantine could wholly shut them out of any region.

## Opposition Not Yet Dead

UNLESS NEWS FORECASTS ARE AT FAULT, the enemies of the Forest Service are beginning to unlimber their artillery for another drive against that department of the Government when Congress gets down to work. There will be nothing new about that. Opposition which rose to the dignity of attack has developed against the policy of forest preservation at every session of Congress for a long time. The fierceness of these attacks has materially lessened in recent years, but enemies are still in the field.

The opposition to the Forest Service originates in a number of places, but the scattered opponents always manage to join forces before the final fight takes place. In the past it was found that the principal antagonism came from the waterpower, the livestock, and the mining interests, and it is probable that the sinews of war will come from the same sources this time. In justice it should be said, however, that there are men who do not agree in all ways with the policies of the Forest Service, and are honestly convinced that they are right. They have no axes to grind. But the bulk of the opponents are not so disinterested. They regard the national forest policy as a sort of "Mordecai standing at the gate of opportunity." The water power interests would have less difficulty in staking out hydroelectric plants at strategic points on government land, if the Forest Service were out of the way. These people have revived the "state's rights" doctrine, and they preach that public lands should belong to the states in which they lie.

That would strike the national forest policy dead at one blow, for it would take the public land away from the government and parcel at out among the states. Powerful syndicates believe that they would

meet with more success in getting what they want if they could deal with states instead of the general government. That is why they oppose the existing national forest policy. They would like to kill it.

The opposition from stock men is not so strong as it once was; but it is still a force to be reckoned with. The cattle and sheepmen's active hostility in former years was due to their disinclination to pay rent for pasturing their stock on government land. They once had pasture free, provided they were sufficiently handy with Winchesters and six-shooters to drive their rivals off the range; but under the national forest policy they are required to pay rent, and they do not like it. However, they are beginning to think better of it. Experience has shown that the advantages of having the government's protection when they have paid for pasture, more than offsets the disadvantage of paying rent. The clashes of rifle and revolver where rivals fight for range which belong to neither have ceased, and the cattleman who pays rent can pasture his stock in peace. This has greatly mollified the stockmen's opposition.

The hostility from mine owners and speculators springs from the same source as the opposition from water power syndicates. The two may consistently join forces in attacking the government's forest policy. They claim that mining development is handicapped by useless red tape which is met with in complying with regulations inside the boundaries of national forests. They would get rid of the regulations by getting rid of the government's policy.

The straw has all been thrashed before, and the anticipated reflailing at the approaching session of Congress is not expected to develop anything new. There is some talk of dragging politics in with the hope that it will help the opposition in its fight against the Forest Service; but the opinion seems to be quite general that a political scrap on that subject will not meet the approval of influential politicians belonging to the party in power.

### It Augurs Well for the Dimension Business

E VERY HARDWOOD MANUFACTURER interested in the production of southern dimension stock, particularly in hickory, ash and oak, should be interested in the effort being projected by a manufacturer in Arkansas who is instituting the first steps toward the promulgation of a dimension manufacturers' association. The trials and ills incident to the dimension game are so manifold and so well-known that their definition is hardly necessary to the man who is familiar with this line of business. However, it is undoubtedly a fact that most of these ills can be remedied by the right panacea and surely the initial step toward this end should be amalgamation or at least some concerted effort among the producers of the different classes of dimension.

Chief among the troubles is the misinformation and generally wrong impression prevailing in purchasing circles where it is assumed that a product which has the physical possibility of being made from sawmill refuse should command the price of ordinary scrap. Basing the figures on the accepted principles of business which normally provide for a return commensurate with the value to the purchaser, the value of the dimension product should be based on the worth of the same amount of clear material that the buyer would purchase in lumber form with suitable addition for the saving in the cutting-room cost.

To effect a stable, satisfactory price situation, to standardize inspection and to bring into closer communion the different factors now involved in the manufacture of dimension stock, is a move ahead and the efforts of the gentleman referred to should have the support of everyone who is now making or would like to make a little additional profit through the manufacture of dimension stock.

HARDWOOD RECORD will have more to say on this score in the

Some idea of the relative use of wood and metal in shipbuilding in this country may be had from the shipbuilding record for the fiscal year ending with June, 1915. The figures show 1,150 vessels with a total tonnage of 94,511 built of wood, and 76 vessels with a total tonnage of 121,200 built of metal. Some wood work went into the metal vessels, especially for interior finish.



# Indiana's Wood-Using Industries



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I the second of the second of the en la superior de la companya de la companya de la contraction de total and the second thereby the action with a common property of the little. It is valuable because of its fine finishing qualities. It is difficult to set of fine as 1 % of set of set of the set of th present from ment of the experience of the control of the whom green out when my a Part ago, when he would sent their weigh between saxty of a scorety poor so proceed and the dry northwest between twenty as are there. The redwood lumber eath it is 101, and should to 100,271, a cheet, all of which was credated to Conformic. It is extremely the some as a panel wood, though it pesses is no figure whatever. Even the annual rings are usually invisible on the surface of lumber.

The following and hits of redwood at the average costs shown are used by the Indiana industries named: Planing mill products, 172,000 feet at \$31.45; patterns, 10,000 feet at \$50, and sash, doors, blinds and general millwork, 5,000 feet at \$47. The listed uses are door frames, foundry patterns, house siding and window frames. BUCKEYE

Three well known species of buckeye occur in the United States, only one of which, yellow buckeye (Acsculus octandra), is commercy est for lumber. Its range lessacre and west of the Appaand the month of strong Policy and the Contract of the West to Town and Texas. It is occasionally called sweet buckeye without good reason. Ohio buckeye (Aesculus glabra) ranges over much of the same territory as the other. The tree is smaller and of poorer form. California buckeye (Aesculus californwa) is a Pacific coast tree. The wood is light in color and weight, without figure, and somewhat deficient in strength. It is of rapid growth in good soil, but fares poorly under adverse circumstances. Of the 127,338 feet of buckeye used annually in Indiana only 500 feet are sawed from state grown timber. The average price paid is \$22.25. Box and crate manufacturers used 63,619 feet at \$22,20, and vehicle manufacturers 63,419 feet at \$22,29. The reported uses are basket bottoms, boxes and crates, and vehicles.

57.111 51

The fact that Sitka spruce comes from the extreme western part of the country is probably the reason that manufacturers in Indiana report it separately from the eastern spruce that reaches their factories. The trunks of the western species are larger than any in the East, and more clear lumber can be cut. The average cost, laid down at the Indiana factories, execeds \$40. Only two industries employ it, and the total quantity is small. The largest demand for it is west of the Rocky Mountains, where it is lumbered, but markets are extending eastward, and the annual use of 105,000 feet in Indiana, though not a large quantity, indicates the trend of the trade in Sitka spruce. The wood is specially valuable for doors and sash. It is light in weight, works well and gives little trouble on account of warping and checking. One hundred thousand feet at an average price of \$40 were used in the sash, door, blind and general millwork industry and 5,000 feet at \$52 in making boats.

Huga

Hackberry is not an important timber tree in the best of its range, which is 500 miles south of Inchana. It is scattered over nearly the whole United States, but only in widely separated areas or as isolated trees here and there. It was been named "the unknown tree." because it is so scarce is many regions that when a chance specimen is found the people who we it can not ascertain the name. The wood is similar to but we ther than ash, although strong enough for handles for rakes and other farm tools for which the training of The training or . and the United

States or only a second section of theh 51,000 feet are credited to Indiann. About half of it is state grown. In Indiana the box manufacturers to a fact of a farinture manufacturers 22,000 feet at \$22, and manufacturers of sash, doors, blinds and general millwork 6,000 feet at \$23. It is used for baskets, box shooks, crating, davenport frames and millwork.

This tree is often designated as black or yellow locust. It is not important as a source of lumber, but is valuable for buggy hubs, wooden pins for ship builders and brackets and pins for telephone and telegraph lines. Locust is one of the hardest, strongest, stiffest and most durable of American woods. No better wood for fence posts grows in the United States. A single industry reports the use of this wood in Indiana. The whole of the 50,000 feet a year was made into vehicle hubs. The average price paid was \$20 a thousand feet or \$10 a cord for bolts. None of it grew in the state. Cho Colar Walnut

Circassian walnut is imported from Turkey and southern Russia. and comes from the tree which bears the nuts known as English walnuts. The pleasing figure of the wood is the principal element of value. The figure is not dependent on rings of annual growth. Red gum sometimes has a figure quite similar, though not so conspicuous in the contrasts. This gum is one of the most successful imitations of Circassian walnut, because of this figure; yet the absence of large pores from the gum and their presence in the walnut usually afford means of distinguishing one wood from the other. Circassian walnut's color is a blending of brown and yellow, but each is quite subdued in its tone. The figures incline to a darker brown, but there is abundant variety. The annual use of this wood in the United States amounts to 1,744,779 feet, of which Indiana uses 33,000, divided among four industries as follows: Furniture, 30,500 feet at \$186.07; fixtures, 1,000 feet at \$300; picture frames, 1,000 feet at \$300, and miscellaneous (used in making carpet sweepers), 500 feet at \$200.

rk Frames, picture
Molding, picture
Frames, bidstead
Frame's, carpet sweeper cases Bed , exterior werb. Bureaus, exterior work labilities, filling SPARISH CEDAR

Spanish cedar comes from Mexico and the West Indies. The yearly use of the wood in the United States amounts to more than 29,000,000 feet, nearly all of which is made into cigar boxes. Next to mahogany it is the most extensively imported foreign wood. No other amounts to one-half as much. Indiana uses 33,000 feet a year, and an average price of \$106.85 is paid for it delivered at the factories. That exceeds four times the average price paid by eigar factories in Florida. They buy their Spanish cedar for \$24.95, but buy it in the log, while in Indiana it is usually purchased in the form of thin veneer. Aside from its attractive color, Spanish cedar owes its chief value as a cigar box wood to its odor. The whole of that reported for Indiana was made into cigar boxes.

IN THERST T

The sawmill output of butternut in the United States is small. The tree's form and size do not appeal to lumbermen; besides, when it occupies fairly open ground, the nuts it bears are more valuable than the lumber that may to cut from the trunk. The wood is light and weak, and it is very porous. The heartwood is a soft brown, with enough difference between the tones of the outer and inner portions of the yearly range to produce a figure in finished stock. Butternut is one of the substitutes for Circassian walnut, but it is a poor imitation. The imitation is assisted by the butternut's pores, which resemble those of Circassian walnut. Butternut is used in Indiana as follows and purchased at the average costs indicated: Patterns, 20,000 fort at \$75; planing mill products, 5,000 feet at \$40; sash, doors, blinds and general millwork, 2,700 feet at \$16.48, and cars, 300 feet at \$80.

Cabinet work Cars Chair seats Doors USES OF BUTTERNUT

Exterior millwork Finish Interior millwork Patterns

TAMARACK

Tamarack is chiefly a northern tree, but it grows sparingly in northern Indiana, though little of it is cut for lumber in the state. Minnesota, Wisconsin and Michigan are the largest producers, though it occurs in the northern states from Minnesota to Maine. It is strong and is suitable for frames and building timbers, but the tree's small size prevents the sawing of large timbers. The wood is plain, the annual rings narrow and the color light and monotonous. While it is a needleleaf tree, it is not an evergreen. Like the cypress, it sheds its foliage in autumn. Car builders are the only users of this wood in the state. The price paid is recorded at \$25, and the annual demand is 23,000 feet.

### APPLEWOOD

The apple tree is valuable for fruit rather than lumber, yet more than 300,000 feet are used annually by factories in the United States. Indiana uses only 10,000 feet, the whole of which is cut from old orchards in the state and all used by one industry. The wood is dense, hard, heavy and receives a smooth polish. The heartwood is reddish and is generally the only part used. The price at the factory in Indiana is \$100 per thousand feet, and the entire amount used in the state—10,000 feet—was made into saw handles.

### MULBERRY

Red mulberry is not a fruit tree that has escaped from cultivation, as some have supposed who have observed it growing on the margins of fields and on abandoned farms. It is as much a forest tree as any other and was here when America was discovered. It produces wood which has a rich reddish color and possesses considerable figure, due to contrasts in the annual rings. Much is cut for fence posts, of which statistics seldom take account. The annual use of mulberry wood in Indiana totals only 5,000 feet, which costs \$30 a thousand and is all used by manufacturers of planing mill products.

### PRIMA VERA

Prima vera is known likewise as white mahogany and jenisero. It has a grain like mahogany, but not its color. The latter is pale yellowish, more like the color of maple. The wood entered the market somewhat recently and appeared in New York, Cincinnati and San Francisco about the same time. Its introduction to the world was somewhat unusual, because factories were using it before botanists knew of its existence. Its range lies in southern Mexico and in Central America, chiefly on the Pacific side. The yearly use in the United States is 380,568 feet, according to factory reports. The average price per thousand feet in Indiana is \$150, while the average cost of mahogany is \$131.66. Prima vera is used in Indiana only by the manufacturers of sash, doors, blinds and general millwork to the extent of 2,000 feet annually. The specific uses under which it is listed are parquetry and wood mosaic.

### Sassafras

Sassafras is found from Massachusetts to Texas, but perhaps the most frequent occurrence of large timber is in Missouri, Kentucky, Arkansas and the surrounding region. The amount used for factory purposes in the United States is reported to be 360,000 feet a year. The tree is best known through the use made of its bark and flowers for domestic tea which is in demand principally in early spring. Bark from the roots is preferred. Oil of sassafras, valuable for soap making, is extracted by steam distillation of the root bark. The small quantity—718 feet—reported for use in Indiana was bought by makers of caskets and coffins at \$20.89 a thousand.

### PADOUK

This fine cabinet wood is often called vermillion because of its color. It comes from the Philippine Islands and neighboring regions of the East Indies. The wood is strong and hard and is valuable on account of its color. The total annual demand for the whole country is placed at 1,386,530 feet. The demand—500 feet—for it is small in Indiana, and that small supply costs \$400 per thousand feet, which makes it the most expensive wood reported in the state.

That price is considerably above what is usually paid for it in other markets. Manufacturers of fixtures only used it in Indiana.

### Rosewood

Rosewood is a name applied to several kinds of wood, none of which grows in the United States. The most frequent reference is to some species of dalbergia from Brazil. Statistics give the annual use of rosewood in this country at 471,734 feet. The 500 feet imported into Indiana are made into carpet sweepers (miscellaneous table) and the cost is \$200 a thousand feet.

### INDIANA WOOD-USING INDUSTRIES

Table 34 contains a summary by industries of the uses of wood in Indiana. It shows the quantity consumed in the period of one year by each of the industries, the average prices paid for the wood delivered at the factories, the total cost and the amount of the material grown in the state and the part brought in from outside regions. Thirty industries are separately shown, in addition to a group of small industries or isolated uses represented as "miscellaneous." An industry, as considered in this report, is a line of manufacture in the state in which more than two manufacturers are represented. Otherwise, the publication of the figures would reveal individual operations.

The wood-using industries of Indiana are taken up one by one in this report, with a table and a discussion relating to each.

TABLE 34.—SUMMARY BY INDUSTRIES OF WOODS USED IN INDIANA Grown in Ind. out of Ind. \$2,891,282 32,450,972 67,089,840  $3,975,640 \\ 1,403,559$ 23,401,292 15,486,450Planing mill prou-58,581,735 54,803,287 2,440,556 1,810,369 14,635,388 car construction.
Sash, doors, blinds
and general
millwork
Sewing machines.
Refrigerators and 73,217,123 59,098,316 4.295,029 2,761,600 4,303,065 39,836,933 31,110,527  $1,328,641 \\ 1,535,612$ 26,807,462 23,490,524 26,277,00027,582,880 26,277,000 4,092,356 kitchen cabinets kitchen cabinets 27,582,880
Tanks and silos. 26,277,000
Agricultural 1m
plements ... 24,028,915
Handles ... 16,786,591
Chairs and chair
stock ... 10,569,195
Caskets and coffins 11,366,368
Musical in struments ... 11,117,400 864,382 485,925 18,248,665 3,954,000  $\frac{3.68}{2.57}$  $35.97 \\ 28.95$ 12,832,591 5,521,674 10,987,368  $454.808 \\
293.822$ 11,047,521 379,000  $27.45 \\ 25.85$ 36.59 406,839 2,208,500 8,908,900 11.117,400 1.71 ments ...... Woodenware and 156,995 1,987,000 3,610,600 5,597,600 .86 28.05 novelties Pulleys and con-23.24 128,421 1,546,000 3,980,000 5.526.000 .85 Playground equip-ment ..... 20.66 59,850 2.062,000 835,000 2.897.000 .44 ames and mold-74.634 135,000 2,735,000 2.870,000 .44 26.00 ing, picture.... Saddles and har-1.668.000 1.176,300 2,844,300 .44 21.99 62.532  $2,315,000 \\ 1,294,400$ 2,224,200 Machine construc-305,600 1.225,000 31.04 47,514 .24 tion .....io and boat 1.530,600 tion
Ship and boat
building
Laundry appliances
Elevators
Dowels
Patterns and
flasks 1,286,000 49,095 176,000 33.58 .22 1,462,000  $\begin{array}{c} 29.69 \\ 28.15 \\ 27.21 \end{array}$ 42,310 38,213 510,000 915,000 1,425,000 1,357,312 473,000  $.22 \\ .21 \\ .07$  $1.257,312 \\ 315,000$ 12,870 158,000 261,508 60.65 16,467 10.000 Gates and fencing Cigar boxes..... 35 61 69.50 176,350 128,7508,948 128,750 Dairymen's, terers' and arists' sur poul- $\frac{2,607}{201,730}$  $\substack{65,341\\4,622,500}$ arists' supplies Miscellaneous ... 62,548 **3,**412,327  $\begin{array}{ccc} .02 & 20.38 \\ 1.23 & 25.11 \end{array}$ 8.034.827

Total .......652,217,593 100.00 \$31.54 \$20,568,576 146,873,289 505,344,304 FURNITURE

Furniture manufacturers in the state report the use of twenty-nine woods, with a total annual supply slightly under 100,000,000 feet which cost, delivered at the factories, \$2,891,282. The average price paid is \$29.05; the highest, \$186.07, for Circassian walnut, the lowest, \$19.06, for shortleaf pine. Forty-four per cent of all wood going into this industry is oak, of which more than two-thirds is white oak and less than one-third red oak. The oaks are thus seen to be the predominant furniture woods of Indiana. They are even more predominant in value than in quantity, for slightly more than one-half of all the money paid by Indiana furniture makers for lumber is paid for oak. The average cost of white oak is \$4.33 a thousand feet more than red.

Red gum is next to white oak in quantity used, but the average cost is nearly \$15 a thousand less. The use of the oaks is pretty evenly divided between that grown in the state and in outside regions,

to the contratively letter at the mile. in a section drawn The state of the state of the state of are attachmental to the contract in the testing the transfer of the testing the se to a certaint of vlat may and the second of the way of the a, Est ship it I for it A total of the tenter of the tenter of the William ext above it quotity Sugar way were supply to a verestillar and the lower the quality the contribution of the American School School School School car by Indiana furna to be to the control of average end per to , test, total cost, and the end of the sappy, whether is the first or out ide. Deligna's theets only weall'ts furnish less that contain of the families were the a fer to its factories. Light of the woods come wholly with the Trey are managing, east of pine, longest pine, red cedar, hemlock, cotton gum, eypress, and Circassian walnut. On the other hand, four of the species are supplied wholly by home forests. They are haskberry, white pine, haskory, and black gum, all so weak continued an ount to only happy betta year. It is question able whether white pine was correctly reported in this case, as it is hardly probable that the whole quantity used by furniture makers was state grown, though the amount is small.

Furniture produced by Indiana factories embraces all kinds in ordinary use, and a number of extra kinds. The following heads cover classes rather than single articles: Tables, beds, desks, benches, cabinets, clothes chests, wardrobes, buffets, china closets, chiffoniers, bookeases, racks, stands, porch furniture, and lounges. Each head is divided into several, perhaps dozens, of items; and when to these have been added the various and sundry articles of special kinds, it is apparent that the manufacturing of furniture in Indiana is amply diversified.

Certain woods are devoted to particular purposes, while others have nearly universal use in furniture making. Oak is one of the universal woods in the furniture factory. It is useful and in good taste nearly anywhere, whether as frames to give strength and form, or as the outer, finely finished parts. As much can be said of red gum. It appears in furniture as frames, dimension stock, and as veneer. It fills obscure places, and it is selected to serve in other positions where beauty of color and figure is the chief requirement.

Chestnut, yellow poplar, and basswood are among the best woods for cores. The first is employed as outer material without any attempt to conceal its identity under paints or varnishes. Poplar may be finished to imitate cherry or birch, and it is employed without disguise as the outer parts of kitchen furniture, but its principal place is as drawer bottoms and sides, and partitions and lining. Basswood is interior stuff only, except in cheap furniture. Mahogany is next to Circassian walnut, the most costly wood in the furniture industry in the state.

Demand for birch is slightly below that for mahogany in furniture factories of Indiana. It is not unusual for birch to be finished to imitate mahogany. Furniture factories in the state pay an average of \$27.61 for birch, and four and a half times that for mahogany. Ash is employed as bent wood and rod stock, and for other purposes also. Its great strength creates demand for it as frames. The relatively large use of red cedar is accounted for by the fact that it is given preference over all other woods for clothes chests.

All of the clms are serviceable for furniture, but only the white or gray elm is listed by this industry in Indiana. It is not often an outside wood, but it responds readily to finishing.

Circassian walnut is the costliest wood listed in the industry, exceeding by more than \$60 a thousand the cost of mahogany.

TABLE 35 PURN'T BE annually. Per fob in Ind. % 1,000 ft. fortory Kinl of we F . . . t. -:. Feet b. m. Feet b. m. 14,560,041 1,078,000 7,762,200 65,000 1,901,500 White oak ... Rel gum... Releak ..... 16,213,099 16,213,099 27,554,920 5,953,250 4,442,042 2,426,309 1,759,70020.42 4.35 34.15 34.15 2.23 25.24 2.55 29.13 2.17 27.2 2.17 27.2 2.17 27.7 2.17 27.6 1.27 27.6 2.17 27.6 2 1,467,000 1,405,0001,750,000 1,436,700 323,000 1,006,947 1,226,894 923,279 220,000 poplar ... 826.200 Mich sany
Right
White a h
Cottonwood
Shortleaf pine.
Longleaf pine. 35,000

1. 1 + 1 + 7	4.1° (800)		1.27	4.194		615,000
1 . 1	\$ \$ 100 mg		1.56	1 ,	105 600	250,000
White em	1001		1.5656		201 2001	144,000
Haraka Walter	. 19000		51	(1914)		75,000
Electric - Ac	# \$44 (967C)	2.1	2.1 1.44	1.1		240,000
114 Ten	11 1 140 1	1	< 15	2 1105	154 (111)	10,000
# 11 th B offi	E. \$ 100.00 C		2.0	1 112		64,000
to a literate to the control of the	11116		11()	7000		35,000
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fi stiffs	_ 11 111111		0.00 0	8.644	20 000	
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have he grants	141+13		, 1111	1 % 5	5,000	
Cherry	. 116161		4.8	155	1 (101)	1,000
1 -1 -1	0.0 (10.815	1000	\$, +05	\$7,810,745	32,450,972	07,089,840

\* Lore Character of the Control of the Property of the Control of the Property of the Control of

The following lists, which follow the various industries, are of those manufacturers who co-operated in the collection of the data contained in this report. The omission of firms from the directory indicates that they failed to reply to repeated requests for data concerning their operations. A great many wood-using establishments, including manufacturers of cooperage, poles, ties and veneer, are not covered by this investigation, but were reported on by the United States Census and the data are summarized in this report. Assembling establishments which do no actual manufacturing are not included. Manufacturers who produce several products appear in this list under more than one industry. Many firms listed under boxes and crates make containers or crating for their own use only.

MANUFACTURERS OF TURNITURE

Pierse Furniture Co., Anderson.
Crown Table & Specialty Co., Argo.,
Standard Mfg. Co., Auburn.
Aurora Furniture Co., Bate vide
Lifon Furniture Co., Bate vide
Lifon Furniture Co., Bate vide
Western Furniture Co., Batesville,
A. B. Wycoff, Receiver for Greeman
Bros. Mfg. Co., Batesville,
Southern Indiana Mfg. Co., Birdscye.

Showers Bros. Co., Bloomington. Brookville Furniture Co., Brook-

Brookville Furniture Co., Brookville,
McNown Mfg. Co., Columbia City.
J. A. Glanton, Columbus.
Orinoco Furniture Co., Columbus.
Connersville Furniture Mfg. Co.,
Connersville, Frank N. Champe, Dublin.
Carl Muchler, Edwards.
Elkhart Turniture Works, Elkhart.
Hockstege Furniture Co., Evansville,
Evansville Bookense & Table Co.,
Evansville Couch Co., Evansville,
Evansville Desk Co., Evansville,
Evansville Furniture Co., Evansville,
Evansville Furniture Co., Evansville,

ville. Evansville Surprise Bedspring Co.,

Evansville. Globe-Bosse-World Furniture Co., Evansville

Evansville, Hohenstein-Hartmetz Furniture Co., Evansville, Indiana Furniture Co., Evansville, Karges Furniture Co., Evansville, Klamer & Goote', Lv. ns. illi Midland Furniture Co., Evansville, Eli D. Miller Furniture Co., Evansville, Never Split Seat Co., Evansville, Schelosky Table Co., Evansville, Specialty Furniture Co., Evansville, Stoltz-Schmitt Furniture Co., Evansville, Stoltz-Schmitt Furniture Co., Evansville,

United States Furniture Co., Evans-

willo.
Franklin Coil Hoop Co., Franklin.
Art Novelty Co., Goshen.
Banta Furniture Co., Goshen.
Goshen Mg. Co., Goshen.
Goshen Novelty & Brush Co.,
Goshen.
I X L Furniture Co., Goshen.
I X L Furniture Co., Goshen.
I X L Furniture Co., Goshen.
Chicago Lounge Co., Hammond.
Frank S. Betz Co., Hammond.
Wm. Thies & Son, Huntingburg.
Huntingburg. Furniture Co., Huntingburg.
Huntingburg.

Ingburg. Caswell-Runvan Co., Huntington. Actna Cabinet Co., Indianapolis, W. D. Allison Co., Indianapolis, Bank Furniture Co., Indianapolis, Capitol Rattan Co., Indianapolis, Columbia School Supply Co., I

Columbia School Supply Co., Indianapolis, Emrich Furniture Co., Indianapolis, Furnas Office & Bank Furniture Co., Indianapolis, Indianapolis Cabinet Makers' Union, Indianapolis, Kramer Mfg. Co., Indianapolis, H. Lauter Co., Indianapolis, Thomas Madden Son & Co., Indianapolis.

L. W. Ott Mfg. Co., Indianapoli Puritan Bed Spring Co., Ind

Udell Works, Indianapolis. Western Furniture Co., Indianapolls.

olls, Jasjer Furniture Co., Jasper, Jasjer Novelty Works, Jasper, Jeffersonville Mfg. Co., Jeffersonviile

Will. Folkner & Son, Lafayette. Roster Buck & Son, Laporte. Rustic Hickory Furniture Co., La-porte.

Whoman & Co., Lawrenceburg. Logansport Furniture Co., Logans-

McKimm-Cochran Furniture Co., Madison.
J. J. Bradner, Marion. J. J. Bradner, Marion.
Dearhorn Desk Mfg. Co., Marion.
Spencer Table Co., Marion.
Old Hickory Chair Co., Martinsville.
Fall Creek Mfg. Co., Mooresville.
Fulsmore Mfg. Co., Mooresville.
Fulsmore Mfg. Co., Morgantown.
American Lawn Mower Co., Muncie.
Coppes, Zook & Mutschler Co., Napjames.
George L. Lamb, Nappanee.
Feter Klerner, New Albany.
Ruoff Bros., New Albany.
Capital Furniture Mfg. Co., Noblesville.

School Furniture Co., Peabody

Peabody School Furniture Co., North Manchester. Orleans Cabinet Co., Orleans. Paoli Cabinet Co., Paoli. Booth Furniture Co., Peru. Arts & Crafts Shop, Plainfield. Richmond Furniture Mfg. Co., Rich-

Putnam Vo Veneer & Lumber Co., Roschdale, Ferguson Lumber Co., Rockville, Pierce Innis & Co., Rushville, Park Furniture Co., Rushville, Stout Furniture Co., Salem, Louis F. Greemann Co., Seymour, Blanchard Hamilton Furniture Co., Shelbyville

Shelbyville.
C. H. Campbell Furniture Co., Shelbyville.

Conrey Davis Mfg. Co., Shelbyville. D. L. Conrey Furniture Co., Shelby-

Davis Birely Table Co., Shelbyville, Hodell Furniture Co., Shelbyville, Shelbyville Desk Co., Shelbyville, Shelbyville Desk Co., Shelbyville, Shelbyville Wardrobe Mfg, Co., Shelbyville

byville,
Spiegel Furniture Co., Shelbyville,
Henry Eckler Mfg. Co., South Bend.
Shidler Bros. Mfg. Co., South Bend.
South Bend Toy Mfg. Co., South
Bend.
John Stigleman Mfg. Co., Spiceland.
Southwestern Furniture Co., Tell

Southwestern Furniture Co., Tell City.
Tell City Desk Co., Tell City.
Tell City Furniture Co., Tell City.
Chautauqua Mfg. Co., Valparaiso.
Union Furniture Co., Vevay.
Vincennes Furniture Mfg. Co., Vincennes

cennes. Wabash Cabinet Co., Wabash. B. Walter & Co., Wabash.

#### VEHICLES

The vehicle industry produces articles of many kinds, including those drawn by horses, operated by steam, electricity and gasoline, and some made for man power, such as factory trucks and bicycles. Statistics do not show automobiles as separate items, and it is not known how they compare with horse-drawn vehicles in yearly demand for wood. Vehicles made in the state include various styles of automobiles and motor trucks, drays, dump wagons, mail wagons, wagons for hauling pupils to and from school, delivery wagons of probably twenty different kinds, and wagons for road hauling and for farms. The light cart, buggy, and carriage represent a pretty large class of vehicles. Another class of vehicles lacks wheels, such as sleds and sleighs. Many a farmer in Indiana, as well as other states, makes his own sleds, and the material thus used never finds its way into statistics and does not appear in totals. The same observation applies in part to wagons. Some are made and many are repaired in small shops and villages or at country cross roads, and no report is made. Most wagons, however, are the output of factories in large towns and cities.

More wood is demanded for the construction and repair of vehicles in Indiana than in any other state. Circumstances combine to make it a center in this industry. It is a hardwood region, and woods most valued for vehicles are abundant in the state and in contiguous territory. Vehicle markets lie on all sides, and the population of Indiana and adjoining states is dense, and the people being generally well to do, are liberal purchasers. One-eighth of all the wood reported by vehicle manufacturers in the United States is credited to Indiana, and the purchasers pay nearly \$4,000,000 a year for it. The output is not all consumed in the United States, for wagons have long been a regular commodity for export, and have gone to practically every civilized country in the world.

Twenty-seven woods are used by vehicle makers in the state, but hickory and oak constitute approximately two-thirds of the total. More than three feet of white oak are used for one of red oak, and the former costs about \$14 a thousand feet more than the latter. There is practically no part of the wood work of a heavy wagon that may not be made of oak. Oak is usually found in wheels, constituting every part but the irons. Axles, bands, sandboards, bolsters, reaches, poles, and even the singletrees and the bottoms of the wagon beds are frequently oak. White oak is generally preferred, though for some parts of wagons red oak is its equal.

Hickory is the best vehicle wood in the world, where it is desirable to have a combination of strength, toughness, and elasticity. The wood's superiority is seen especially in light vehicles; and it is largely due to hickory that American sulkies, buggies, and light carriages are the best in the world. It forms hubs, spokes, rims, shafts or poles, running gear, and often parts of the body and the bows on which the tops are stretched. In quantity it leads all other Indiana vehicle woods, but rather less than one-fourth of the hickory is cut in the state. Arkansas sends large quantities to Indiana and to other states of the Ohio valley.

Certain woods are suitable for wagon box boards. Such boards are usually from thirteen to seventeen inches wide, and are meant for the sides and ends of the bed. They must be reasonably light, not disposed to warp and split, must take a smooth finish and hold paint well, and only small defects are allowed. The best woods for such boards are yellow poplar, cottonwood, red gum, buckeye, and basswood. A wood to be satisfactory for wagon beds must have good seasoning qualities. That for the bottoms of the beds need not meet requirements so exacting. Southern yellow pine is much used for this, and many other species will answer.

Most hubs are of white oak, elm, or locust. The last is preferred for light hubs, oak for the very heavy, and cork, or rock elm for medium; but any of these woods, if large enough, is suitable for hubs of any size.

A large part of frame material is needed in this industry. The upper part, or body, of the automobile, the delivery wagon, and the buggy and carriage, must possess adequate strength with relative lightness. Material must be selected to that end, and the woods in most favor are maple, ash, elm, beech, birch, oak, and hickory. The

frame or skeleton is usually covered with either wood or metal, depending upon the class of vehicle. Carriage and automobile panels and trimmings call for high grades of choice wood. Among such are yellow poplar, cottonwood, red gum, birch, maliogany, cherry, and black walnut. The top of the delivery wagons, with its shelves and compartments, may be of the foregoing woods, but others are employed also, among them being longleaf and shortleaf pine, silver or soft maple, beech, basswood, cypress, buckeye, sycamore, black gum, and white pine.

Vehicle manufacturers in Indiana pay a pretty round price for the wood they use. The average for all is \$43.86 per thousand feet. Mahogany at \$125.19 is the most expensive, and beech at \$19.92 is cheapest. The total cost of a year's supply is \$3,975,640. About one-fourth of this is paid for material grown in the state, and three-fourths for that grown outside. None of the red gum, longleaf pine, shortleaf pine, cypress, buckeye, locust, mahogany, and black walnut reported by the industry was state grown, but white pine, black gum, sycamore, and cherry were cut in Indiana forests.

TABLE 36 -VEHICLES AND VEHICLE PARTS Quantity used Av. cost Total cost out of Ind. annually. % 1,000 ft. Feet b. m., Feet b. m. Feet b. m. factory. Kind of wood. Hickory ... 35.88 \$43.89 22.48 55.03 7.58 41.07 5.95 42.30  $\begin{array}{c} 7,704,000 \\ 7,742,036 \\ 2,214,500 \end{array}$ 24,821,500 12,630,986 4,660,000 4,972,500 3,240,000 2,714,000 1,327,500 1,327,500 1,322,000 1,492,000 1,326,000 1,327,500 1,32,000 1,327,500 1,328,000 1,328  $32,525,500 \\ 20,373,022$ \$1,427,669 1,121,035 Red oak.... Cottonwood 20.373,022 6.874,500 5.397,900 4.972,500 4.596,808 3.027,718 2.714,000 2.464,100 1.520,500 1.490,000 1.469,000282,316 228,310 133,036 41.07 42.30 26.75 38.61 55.04 27.14 39.39 44.98 36.43 28.32 27.20 41.81 770,100 Cottonwood ... Red gum .... Yellow poplar. Longleaf pine. White ash.... 5.49 5.07 3.34 2.99 2.72 1.68 1.64 1.62 1.19 1.10 1.356.808 177,463 166,648 166,648 73,659 97,068 68,385 54,274 41,595 29,240 41,500 1,136,600 Birch 458,000 Cork elm. Shortleaf pine. 550,000 432,700 224,630 1,469,000 1,075,000 992,700 344,260 227,160 211,700 200,000 White elm Black ash 8,874 4,525 4,673 maple  $\frac{25.78}{19.92}$ 73,700 8,600 1,414 1,000 43.00 .22 40.00 .07 22.29 .06 20.00 .03 125.19 .02 36.67 .01 25.00 4 65.00 25.00  $\begin{array}{c} 200,000 \\ 63,419 \\ 50,000 \\ 27,000 \\ 15,000 \\ 5,000 \\ 3,000 \\ 2,000 \\ 2,000 \end{array}$ 27,000 3,380 550 Mahogany 15,000 125 195 50 56 5,000 Sycamore 3.000 walnut Black gum.. White pine..  $25.00 \\ 28.00$ 

# MANUFACTURERS OF VEHICLES AND VEHICLE PARTS

Total ...... 90,643,787 100.00 \$43.86 \$3,975,640 23,401,292 67,242,495

Samuel Rhoads, Anderson.
Duncan Buchanan, Attica.
A. F. Carlson & Son, Attica.
A. F. Carlson & Son, Attica.
Leif Buggy Co., Attica.
A. H. Carlson & Son, Attica.
Leif Buggy Co., Attica.
Auburn Mfg. Co., Auburn.
W. H. McIntyre Co., Auburn.
By H. McIntyre Co., Auburn.
By H. McIntyre Co., Bristol.
John J. Wright. Est., Bremen.
Garman Mfg. Co., Bristol.
J. W. Cunningham, Brownstown.
Butler Co., Butler.
Fehring Carriage Co., Columbus.
Jackson Buggy Works, Columbus.
Central Mfg. Co., Connersville.
Rex Buggy Co., Connersville.
Reller Mfg. Co., Corydon.
Delphi Wagon Works, Delphi.
Rice-Fenn Hub Co., Delphi.
George Meyer Co., Dubois.
Crow Motor Car Co., Elkhart.
Elkhart Carriage & Harness Mfg.
Co., Elkhart.
Babcock Carriage Works, Evansville.
Becker Wagon Works, Evansville.
Evansville Carriage Works, Evansville.
Hercules Body Mfg. Co., Evansville.
Hercules Wheel Co., Evansville.
Karges Wagon Co., Evansville.
Lannert Mfg. Co., Evansville.
Pennington & Schneider, Evansville.
Theo. E. Rechtin, Evansville.
Pennington & Schneider, Evansville.
Charles Fhrman, Fort Wayne.
Charles Fhrman, Fort Wayne.
Louis Rastetter & Son, Fort Wayne.
Louis Rastetter & Son, Fort Wayne.
Wayne.
L. C. Zollinger, Fort Wayne.
G. A. Dwiggins, Fountain City.
Banta Furniture Co., Goshen.
Mutschler Co., Goshen.

J. W. Buchanan, Indianapolis. Fred Dietz Co., Indianapolis. C. H. Gillette, Indianapolis. Guedelhoefer Wagon Co., Indianapolis. Robbins Co., Indianapolis. Robbins Co., Indianapolis. Felix Lampert, Jasper. George P. Wagner, Jasper. George P. Wagner, Jasper. George H. Holzbog & Bro., Jeffersonville. Apperson Bros. Auto Co., Kokomo. D. F. Reiff, Kokomo. Peter Anderson, Lafayette. Laporte Carriage Co., Laporte. Niles & Scott Co., Laporte. Niles & Meyer Buggy Co., Lawrenceburg.
Mier Carriage Co., Madison. Klauss Carriage Works, Marion. National Sweeper Co., Marion. Welsh Bros., Marion.
Welsh Bros., Marion. Welsh Bros. Piano Co., Muncie. Glasscock Bros. Mfg. Co., Muncie. Glasscock Bros. Mfg. Co., Muncie. Fred Klopfer, Muncie. J. A. Meeks, Muncie. J. A. Meeks, Muncie. Nappanee Carriage Co., Nappanee. J. H. Meyer & Sons, New Albany. James Madison, New Palestine. J. A. Browne & Co., Inc., North Manchester. Cone & Stearns, North Vernon. H. H. DeWitt Co., Oakland City. Corydon Hub Factory, Palmyra. W. H. Williams & Son, Parker. Sullivan & Eagle, Peru. Bimel Spoke & Hub Co., Portland. C. W. White Lumber Co., Princeton. Wayne Works, Richmond. Whitacre & Hampton, Riley. Charles E. Francis Co., Rushville. T. A. Snith. Salem. Seymour. Frechtling & Morner, Shelbyville. Bennett Buggy Co., Sheridan.

<sup>\*</sup> Less than 1/100 of one per cent.

Mr. (1) S. (2) 1
2. Mr. (1) S. (2)
3. n. Mr. (1) S. (2)
4. (2) S. (2) S.

He Pulling Machine Co., Van Ruren Verreier Lumber & Coal Co., War 'i Lor, W. Cenrad, Warsaw, John to Lumber Co., Warsaw H. Chare, Warsaw,



# Experience Talks on Woodworking

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As a contrary has the expect as present to consistency the late of the late, and as a waste of power, and causes much anomalized a from hot rowes, to be not proceed the principal Shafting. The shall of the late that he run of the contain point and hots with shafter by the greater the consistent point and large helding and taking it up, consideration must be given to the fact that certain kinds of belting are affected by weather conditions, lengthed as a shall shorter by as ording to the late and on moisture in the air.

Trere is sitisfaction in laying a null or machine in proper condition in which to operate a saw; there is also a contentment that is worth while to the operator who has a saw adapted for the logs he is cutting. A certain kind of saw may give excellent results on some kinds of lumber in certain localities and prove a disappointment in some other. There are many problems that come up from time to time and it would seem that the best man to whom to direct troubles is the saw manufacturer, who should be able to help one out of all saw difficulties. To select a saw for logs and for kiln-dried, mixed lumber, the two extremes, requires considerable experience.

A few dollars on 1,000 feet may seem a big difference when buying lumber in car lots, but lumber that is not suitable for the class of goods manufactured is really not a bargain at any price. To know what kind of lumber to buy is sometimes a difficult proposition. There are many men on the road today selling lumber who could and would solve some of the problems which the buyer may seem too proud to admit. While on better grades of lumber we have less initial waste, and also less during the process of manufacture, there is the difference in the first cost, which may offset this either wholly or partially. So it is a very important matter for every manufacturer to determine just what grade is the most economical to buy.

There are well-authenticated instances in the use of oil where changes in the methods of lubrication and in the quality have resulted in saving thousands of dollars per year in the cost of operation, while the cost of the oil used was only a few hundred dollars.

If freshly sawed oak lumber be simply dried in an ordinary dry-kiln and then used in the same work in which lumber sawed several years is employed, it will be found that the finish on the two pieces will not remain the same. The natural acids contained in the recently sawed stock will affect the finish more than the acids contained in the stock which has been air-seasoned for several years. Therefore, the dry-kiln when dealing with oak has two functions to perform. First, it must steam out or remove as much as possible of the original sap with its contained acids, and second, it must remove the moisture uniformly from all parts of the wood.

The storage sheds and the kilns should be laid out in such a manner that the lumber is handled but once. The lumber should be loaded from the car into the trucks. The trucks should move on special trackage, and run into the storage sheds, where the ends of the lumber may be painted or coated with any suitable

preparation to prevent splitting or cracking. From the storage sheds the lumber may be run into the drying and sensoning kilns on the same truck on which it was first loaded, then into the factory.

Many of the sawmill operators who considered a burdensome waste in sawdust, slabs and trimmings are now selling this material and actually realizing a profit. Indeed, some sawmills are furnishing power to their neighbors and electric lights to towns and cities. This burdensome waste is doing the trick, and is a question that deserves much thought and consideration.

The first and most important thing in the operation of a fast-feed machine is a good mechanic in charge. A machine that will run on slow feed and do good work will not do satisfactory work on fast-feed. Anything which causes vibration will reduce quality of finish, therefore all bearings, gears and pulleys should be looked to and kept running smoothly. The bars and hold downs should be down just tight enough to answer their purpose and not so they will bind or stop the boards and cause rolls to slip, as this will cause knives to burn, resulting in poor finish.

The standard of quality in the matter of millwork has been made higher in the last few years by the advent of improved methods and the mills are fast falling in line in regard to better work, and the latest machines for dressing lumber have shown themselves to be more profitable to the users in this respect than in the matter of greater output per machine, although they are capable of doing considerable more work than machines built a few years ago.

The superiority of thin, self-hardening steel knives for use on matchers, moulders and surfacers where an especially high grade of work is desired, is unquestioned. The thin steel knife has made the six-knife head and the fast-feed planing machine possible. The thin knife is adapted to surfacing all kinds of wood as the cutting angle may be quickly altered by back-beveling to best suit the texture of the wood being run. The thin steel knife assures better finish at a faster rate of feed than is possible with thick knives and eliminates much idle machine time, as the knives may be quickly and accurately ground and jointed on the head of the machine.

In band scroll saws it may be taken as a general rule that the more tooth points there are to an inch, the smoother will be the work, provided all the teeth are evenly set, but sometimes when the teeth are too fine it is very difficult to set them evenly. Consequently it is not always advisable to strive for such a great number of points to the inch. Smooth work is secured by having narrow blades and a rather close set, each tooth extended just the same. By using, say, three points to the inch, or even four, one can sharpen with an automatic machine, and this helps to smooth cutting.

A good foreman, who is ambitious to make a record for quality in his work, must necessarily be critical and keep his men keyed to the right pitch. If, however, he goes too far and becomes too exacting continually, it is irritating, and the result is friction instead of satisfaction. It is a wise foreman who knows just how exacting to be.



# Pertinent Legal Findings



Queries on questions arising on any points involving the law as it is applied to lumbering and allied industries will be given proper expert attention through this department if submitted to Hardwood Record. There will be no charge for such service, but Hardwood Record reserves the right to publish questions and answers without designating names or location of inquiries unless specifically requested not to do so.

# Taxation of Standing Timber

The Mississippi supreme court notes that it is now settled law that when standing timber is owned by one person and the land by another, the timber may be separately assessed to its owner. (Caston vs. Pine Lumber Company, 69 Southern Reporter, 668.)

# Damages for Breach of Contract

Even if a lumber manufacturer does break his contract to give employment to a contractor to transport lumber, etc., the latter cannot recover substantial damages without offering proof of his inability to get other work during the contract period for his teams and equipment, and that he was diligent in attempting to get such work.

# Assignments for Benefit of Creditors

After a debtor made a general assignment for the benefit of his creditors, it was too late for a lumber company to which he was indebted for materials to levy on the assigned property to satisfy judgment on the claim, according to a late holding of the Washington supreme court, and sale under such a levy was void. This is specially true, the court holds, when it appears that the lumber company originally assented to the assignment. (Gilbert vs. Morgan Lumber Company, 151 Pacific Reporter, 785.)

## Validity of Insurance on Lumber

The right of a lumber company to recover the face value of a policy insuring lumber against loss by fire is not defeated by the fact that part of the stock burned was manufactured from timber cut from state lands, where it appears that the company did not have actual knowledge that a trespass upon the state's lands had been committed, settlement was made with the state for the trespass, and the value of the lumber actually owned by the company and covered by the policy exceeded the amount of the insurance. (Michigan supreme court, First National Bank vs. Aetna Insurance Company, 153 Northwestern Reporter, 1063.)

## Employer's Liability for Injury

In a suit against an employer for injury to a workman while operating woodworking or other machinery, the question of negligence in failing to maintain the machinery in reasonably safe condition is to be determined with reference to the probability of such an accident happening, rather than to the possibility of injury. (Michigan supreme court, Johnston vs. Elm Cooperage Company, 153 Northwestern Reporter, 1075.)

# Liability of Business Manager

One employed to manage the affairs of a company engaged in the manufacture of lumber is legally, as well as morally, bound to use the highest degree of good faith and honesty in his dealings on behalf of the company. Hence, he can be compelled to account to the company for profits made by him personally through double dealing. (Kentucky court of appeals, 178 Southwestern Reporter, 1082.)

# Conversion of Shipment by Carrier

Where a consignee of a lumber shipment refused to accept it and title remained in the shipper, the latter is entitled to recover against the delivering railway company on the theory of conversion of the shipment, if it appears that in selling the lumber to satisfy freight and demurrage charges the sale was made by the carrier to a person who was not buying in good faith on his own account but as secret agent of the railway company.

## Partial Acceptance of Deliveries

The right of a buyer of lumber to accept the part of a shipment which comes up to the contract grade and to reject part which is defective, is recognized by the Michigan supreme court in the recent case of Stearns Salt & Lumber Company vs. Dennis Lumber Company, 154 Northwestern Reporter, 91. But the court holds that if the buyer in this case had taken into possession the rejected lumber and assumed to dispose of it at a less price, "there could be no question that under the law in this state the damages thus sustained could not have been recouped in an action to recover for the rejected lumber. But here the defendant moved promptly by notifying plaintiff the very next day after the inspection of the rejection of the lumber in question."

In a similar case in Maryland, Canton Lumber Company vs. Liller, 68 Atlantic Reporter, 500, the court held that the plaintiff, the buyer in that case, had a right to accept lumber which was up to the grade contracted for, and that by doing so it did not accept the part which was below grade.

The same point has been decided by the New Hampshire supreme court in the case of Holmes vs. Gregg, 28 Atlantic Reporter, 17. That case involved a sale of lumber shipped on cars in five lots, three of which were accepted and used by the defendants, and the others, not conforming to the order in quality, were rejected and piled in their yard, where they remained subject to the plaintiff's order. The defendants seasonably informed the plaintiffs of their action, and tendered the price of the accepted lumber. The court said:

"Without an express stipulation that the contract was or was not entire, the parties might have understood that it was severable in such a sense that the defendants could accept the lumber that conformed to the contract and reject the rest."

In the Wisconsin case, the supreme court added this statement: "In his reasons for directing a verdict [in favor of the buyer] the trial court also stated that thus severing the contract was, in accordance with a custom universal among lumber dealers, and it is contended that this was error because, it is claimed, the testimony in this respect falls far short of establishing such a universal custom as to warrant this conclusion on the part of the court. Being of the opinion that the court arrived at a proper conclusion with respect to the other question, and properly directed a verdict for that reason, it is unnecessary for us to determine whether under the facts in this case the testimony, was insufficient to justify a conclusion that a universal custom had been established."

# Expensive Waste in Drying

In drying lumber the factory waste will average thirty to thirtyfive per cent. This is admitted by careful manufacturers who know. The waste is produced all the way from the yard to the finished product, in about this order: If lumber is not properly piled on the yard to air-dry, overhanging boards will check, twist and bend down by the weight; they become weathered, and these projecting ends are often worthless. Stickers are not put over each other and are not put in thick enough, and no attention is paid to uniformity of thickness; hence the lumber is kinked, which often necessitates cutting out. The proper pitch of piles is lacking, and this causes the lumber to stain. When put in the kilns the same slipshod methods are pursued, and a woeful lack of knowledge of proper means of drying is universal. The lumber is baked dry, causing it to twist, warp, check and honeycomb. Some of it is overdried and some is underdried, even on the same car, and when this much abused lumber reaches the saw, it must be literally cut to pieces to remove the defects that have been largely produced by carelessness. Most of the above waste can be saved by yarding, sticking and drying the lumber properly. Suppose twenty-five per cent were saved. This on twenty dollar lumber equals five dollars for 1,000 feet. If a manufacturer cuts 10,000 feet a day, it is fifty dollars a day, or a saving of \$15,000 a year of 300 working days -rather a tidy sum to be thrown away in useless waste.

# Interesting Traffic Developments

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rather than increase in the future,

Answers to the questions submitted by the commission to the lumber trade are coming in slowly. This is proving something of a Isappointment as the commission had hoped in greating an extension that full advantage of the increased time limit would not be taken

depends which is being held up.

The annual report of the commission, which will be released shortly after Congress convenes, is expected to contain an unusual amount of interesting data this year. It probably will touch upon questions of changes in the commission's organization. It has been suggested that the commission be enlarged so as to insure decisions with greater promptness. It has been suggested also that it be divided so that certain members could specialize on certain sections of the country. It is possible that the commission may express its own ideas on these 4....

In an unreported opinion the commision has upheld the complaint of the American Land, Timber and Stave Company against the Frisco. Line in which the rate from several Arkansas points to Eastern cities was found unreasonable. Reparation was awarded.

A protest against being placed in the southern rate group has been filed by the Dermott Land and Lumber Company, Fee Crayton Hardwood Lumber Company and the Bliss Cook Oak Company. The case is brought against the St. Louis, Iron Mountain & Southern. These companies manufacture hardwood lumber in Arkansas, just a few miles south of the line dividing the northern and southern Mississippi valley lumber districts. The logs used are produced north of the line. These companies want Dermott and Blissville, Ark., where their mills are located, to be included in the northern rate group. It is specified that this is to apply to the shipment of hardwood

In an effort to widen the reconsignment privileges that are being granted by the Louisville & Nashville the United Lumber Company has filed a complaint against that road.

A brief has been filed by the Chattahoochee Lumber Company sustaining its case brought again t the Atlantic Coast Line. The case has to do with rates between Lela and Eleanor Siding, Ga., to Danville, Va.

Hearings have been assigned as follows:

The second of Bull 19d, INCOME HOLD No period Letter & The Hall of the ter French Lumber Conq my v. Michigan Central,

Hecemier 1, South Band, Ind., Examiner Horton, Powell Myers Lumber Company v. Leuisville & Nashville (three cases); Powell Myers Lumber Company v. Baltimore & Ohio; Fowell-Myers Lumber Company v. Louisville, Henderson & St. Louis,

been cancelled and reassigned for December 1.

As the carriers have cancelled their proposed increases in rates on lumber from Wisconsin points as treated in I. & S. 687, the

A CONTRACTOR OF THE STATE OF shipment of lumber 1 it has prote to is overruled. An extract from

Merchandise returned by the appraiser as birch lumber, planed two perfect the second seco free of duty under paragraph 647 It is further claimed that certain

the district of the second of the second of the large second of the seco and the state with the mall holes made at the same time and with the same machine that does the grooving, tongueing, and planing. In Abstract 37717 it was held that similar merchandise was dutiable at 15 per cent under paragraph 385, the same rate as here assessed. The protest was therefore overruled in this respect. The invoice value was found to be the same as the entered and appraised value, and that claim was also overruled."

# Smooth Glue Joint Best

In making veneered work and glued joints the question is sometimes raised as to "toothing" the surfaces to be glued, so as to give the glue a better hold on the wood. This, however, is a question that is open to argument.

All wood is porous, and most, if not all of it, would seem sufficiently so to allow enough glue to enter the pores to give it a good grip. The object of toothing is, of course, to form recesses in the surface to form a reservoir for the glue, by having parts of the surface lower than other parts, allowing the glue to be retained therein. Some insist that this is necessary in order to obtain maximum holding power for the glue, while others maintain that the nearer we can come to obtaining a perfect contact between all surfaces of the wood, the more strength there is in the joint, and depending on the pressure applied in clamping to force enough glue into the wood to bind the two together, driving out the surplus from beneath the surfaces.

It is not a fact that the more glue left between the surfaces the stronger the joint will be, and here is where the merits of toothing come in, for it is calculated to leave in more glue and give less absolute board contact. Sometimes workmen are seen taking great pains to tooth the surfaces of stock, believing that therein lies their salvation of perfect work, while others say it is all a waste of time and does no good whatever. It is a fact, however, that most of the work that is veneered is not toothed, and it is a fairly accepted fact that good work can be done without it.

Some people tooth the edges of joint work on a hand planer. We have seen knives used on this machine that had the inside, or side next to the head, full of little grooves or "V's" so that when the knife was ground in the regular way the edge would be a series of fine teeth, giving a multitude of fine grooves in the work turned out.

It is well known, though, that a smooth joint properly made with glue is as strong, or stronger, than the wood itself, and will break in the wood before it will break in the joint, and as long as this is the case it really looks like a waste of time and money to go to the trouble of toothing the work.

Hardwood for floors and interior trim keeps gaining favor at a rate that insures hardwood becoming one of the most important materials of the home building of the future.



# American Lumber in the Orient



American lumbermen who expect to sell their products in the Orient must organize and send representatives there to be on the ground and look after their interests; otherwise, lumber from the United States will continue to fall far short of the possibilities in that region. That is the opinion of Franklin H. Smith, government agent who is now in Chicago on his way to Washington after a year spent investigating the lumber trade in Japan, China, Indo-China, Siam, Australia and New Zealand. He has made what is probably the most thorough study of the American outlook in the lumber trade in those countries that was ever made, and he is emphatic in his declaration that our lumber will not sell itself there, but that it can be pushed into that market if the right steps are taken to push it.

To attain that end a better selling method must be adopted. Sales through brokers are unsatisfactory. They might be much better if the broker would confine his activities to American lumber, but he does not do that. He is after his commissions and what he may be able to make by speculating on the means of transportation; and if he sees a chance to make more by selling Japanese or Swedish lumber than by selling American, that is what he does. The result is that American lumber receives very shabby attention on the other side of the Pacific. It has no one to stand up for it and push it ahead. If a buyer asks for American lumber and insists on having it, he can procure it; but if he does not insist, he will probably get something else. This is particularly true of the Australian market.

Mr. Smith doubts if it will pay a single firm to maintain a representative in the Orient to sell its cut of lumber, because the expense would be too great in proportion to the quantity of the particular class of lumber it handles and which a single company could ship. The business ought to be managed by an association, and the representative over there should sell all kinds of lumber salable in those countries. In many instances manufactured products, like doors, flooring, and interior finish, could be included. The sales of American articles of that class in many of the eastern countries have not been what they should be, but well-planned missionary work ought to bring substantial increase along that line.

The people in the Orient are favorably disposed toward American lumber, so far as they know about it; but most of them know little about it. Some missionary work has been done in behalf of two or three Pacific coast woods, notably Douglas fir and redwood; but even those woods have never been pushed, and as for some of our other valuable woods, they are no more heard of over there than if they grew on Mars. It is because it is nobody's business to exploit, explain, advertise, and boost them in those markets.

Mr. Smith is firmly convinced that the chance is there for a profitable trade in American lumber; but that trade will not spring up spontaneously. Somebody must take it in hand and pry the markets open and put American lumber in. The sales will probably always be largely softwoods; but the opportunities for hardwoods are by no means negligible, particularly for partly manufactured products in which American factories surpass the rest of the world. The hardwood business with America has been hurt in certain parts of the East on account of juggling of grades, which unfortunately has been complained of in some instances. Japan has taken some of the hardwood business which Americans have lost. That could not have happened if the American exporters had been represented by a live man on the ground who could have seen that buyers received what they ordered.

Australians buy shingles from Sweden, notwithstanding better shingles are more convenient on the American coast. It is because the Swedes push their shingles and the Americans do not.

Most of the lumber dealers in the Orient know very little of American lumber values and still less of the character and qualities of the common commercial woods. Nobody has presented these matters to them. When quotations are made to some of the dealers in those countries, they do not know whether the prices are representative or not, or whether a competitor may not be purchasing the same thing at a lower price. The need of a better system of selling is apparent, with reliable information always within reach of prospective buyers, and the need of something in the nature of standard prices for lumber is constantly apparent.



# The Lumber Inquiry



The inquiry into the lumber business, begun last summer by the Federal Trade Commission, seems to be drawing to a close. December 15 has been announced as the date for the ending of the inquiry. At that time council for the lumbermen will file briefs and present oral arguments summing up the testimony given at the lumber hearings in Chicago last July, at which practically all the lumber associations affiliated with the National Lumber Manufacturers' Association were heard. The lawyers will also address themselves to the testimony taken at the supplemental hearings held at Spokane, Tacoma, San Francisco and other Pacific coast lumber centers.

The lumbermen will be represented by Jos. N. Teal of Portland, Ore., and L. C. Boyle of Kansas City. The formal announcement made by the trade commission is that "No oral statements of fact will be received at this hearing, but exhibits and supplemental statements in writing bringing information presented at the previous hearings down to date will be received."

The Forest Service and the Bureau of Foreign and Domestic Commerce will participate in the hearing. Those governmental agencies have taken a prominent part in investigations of the lumber industry. Heretofore nearly all governmental inquiries concerning the industry have had to do with complaints or insinuations that the anti-trust laws were being violated. The hearings that have been conducted by the trade commission have been friendly rather than hostile. The commissioners have been persuaded to believe that the industry is in a bad way. The Forest Service has become convinced that lum-

bering methods followed by Americans are destructive and that if there is to be new conservation it will be necessary for the government to encourage the lumbermen who desire to follow enlightened methods instead of having the government strike indiscriminately at everything labeled "lumber" on the theory that that word is equivalent to "lumber trust."

The testimony taken by the trade commission on the transcontinental trip is of such a character, it is believed, as to prove that the government must do something if it desires conservation and ordinary, plain success for the men who are engaged in the business of converting the forests into products that can be used. The most obvious fact shown at the hearings is that the American lumberman is between the upper and nether millstones with the government and its anti-trust laws bearing down upon him from above, while the combinations encouraged, or at least permitted, by foreign governments are grinding him from below.

No one appeared at the hearings held by the commission to substantiate the charge that there is a combination in the industry or that prices are exorbitant. On the contrary, it was shown that, so far as the man who produces the lumber is concerned, there has been a slump in the last two years. The fall in prices, it was suggested at the hearing, may not always be reflected in the retail prices for small quantities of lumber, but if unreasonable prices are charged by retailers, that is a fact for which the industry as a whole should not be held responsible.



# Invoking the Golden Rule



The control of solutions of the control of the Control States. Perester employed every known text, motto, and verbal device to the control of the control of

It seems, however, that one form of public notice escaped Mr. Pinchot while he was posting the forest land of the United States to acquaint the people with their privileges and duties, and it has remained for a private land owner of Cook county, Illinois, to devise and post that notice.

It appears on the lake front at Winnetka, about eighteen miles north of Chicago. It is well known to persons who have visited the bluffs and beaches along Lake Michigan in the North Shore territory, that it is often difficult for the pedestrian to reach the waterfront and enjoy its beauties at close range, on account of fences and wire entanglements similar to those on European battlefields, erected by owners of the abutting property who take that method of keeping people away from the beaches and bluffs. The sandbars and clay banks are often so thickly studded with notices "keep out," "no trespassing," "penalty of law," and others of a similar nature that they look like "for sale" notices decorating the lots in the suburbs of a California boom town.

The exception to that policy and habit is refreshing. A stretch of fine beach and bluff property at Winnetka contains a large notice in wording substantially as follows:

THIS IS PRIVATE PROFER, Y.
THE GATE TO THE LIFT
IS AND WILL REMAIN OFFN
SO LONG AS THOSE WHO PAIFR
DO TO CIMERS AS
THEY WOULD HAVE OTHERS
DO TO THEM.

Those who avail themselves of beautiful beach with its white sand and bars of granite and quartz gravel are requested not to climb the face of the bluff.

An examination reveals the reason why that request is made. The evidence shows that until recent years, the high lake bank at that place was brilly pounded and undermined by waves and was crumbling and sliding into the water; but the building of breakwaters and wingwalls has stopped that destruction, and the steep bluff is now clothing itself with young trees and presents a most interesting subject for study. Careless climbing by visitors would, of course, destroy many of the seedlings and hinder the aforestation of the bluff, hence the request that visitors remain on the beach below.

Nature works rapidly when given a chance, as progress in tree growth at that place shows. A representative of Hardwood Record. on October 31, counted thirty-two tree species growing there on an area of less than one acre, and all had found their way there recentlymost of them evidently within the last twenty years. Several are not natives of Illinois, and at least one, white poplar (Populus alba) is not a native of America; but all have found their way to the bluff somehow without man's direct help, except that he built the breakwater to stop the undermining of the bluff and give them a chance. The bois d'arc (Toxylon pomniferum) is there, contented and at home, though its nearest native range is in Oklahoma. The so is the first of the secretary is there also not a made a conspicuous display of its green flowers on the last day of October. Near by, sprawling flat on the blue glacial clay of the bluff front, was the dwarf juniper (Juniperus communis), a remarkably interesting little bush which ranges from Greenland across British America, Alaska, Siberia, Russia, Norway and Sweden, thus circling the globe near the Arctic regions, but making a few side journeys, one of which has brought it to the lake shore in Cook county. Most of the other

trees which are estill true, the second are more common in the region, is to also be second and each is designis part in spreading the face to spretch the control front of the bluff.

# Lumbermen Endorse Safety Rules

It the Laplace is a period of all the industries in the state, the Wisconsin Industrial Commission is preparing to inaugurate a campaign of safety. The industry in question is that of the logging operations in the northern part of this state and Michigan.

The records of the common term of that during the last eighteen months forty men met death and 1,750 were more or less seriously injured in the woods. In comparison with the number of hands employed that is said to be the largest number of casualties recorded for any industry in Wisconsin. More than that, it is claimed by men who are familiar with the practices that a very large percentage of the accidents were avoidable if proper care had been used.

The record has become so alarmingly high that the lumbermen have taken official notice of it and at a recent meeting of the Northern Hemlock and Hardwood Manufacturers' Association, a committee was named to give the matter special consideration. That committee, composed of five prominent lumbermen and a representative of the industrial commission, held several meetings and prepared thirty-six rules for loggers, relating to dangerous practices and one order pertaining to safe car stakes and binder posts. The association approved the committee's report and the rules were endorsed by the commission and will now be published as official instructions.

In view of the fact that the majority of the accidents were avoidable it is the plan of the commission to make it a campaign of education, that the number of casualities may be minimized through the use of care and caution. To this end it is proposed to issue a poster, thirty-three by fifty inches in size, which will read as follows: "Seventeen hundred and fifty men were injured and forty were killed by accidents in the logging camps of Wisconsin during the past eighteen months. The majority of these could have been avoided if the following rules had been obeyed." This heading will be followed by the rules to be observed.

Accompanying the poster will be a bulletin with a picture of a man killed by a falling limb of a tree and a story of the actual accident. Other bulletins will also be issued, showing photographs of men at work and in danger of life and limb through failing to observe the rules. In addition to issuing these posters it is planned to have representatives of the commission, as far as it is possible, visit various camps and give talks to the men on the subject of safety, where that can not be done, others who are familiar with conditions will give such addresses.

Through this system of education it is hoped to have the employes fully advised of the dangers of the craft and of the means of precaution to be employed to avoid such dangers. It is stated that in practically all the large foundries and steel mills in Wisconsin serious accidents have been reduced twenty-five to seventy-five per cent during the last four years. While mechanical devices have had some part in this method of economy it is the expressed belief of the commission and of employers that co-operation on the part of the men themselves has been the most potent factor, and it is upon that basis that this campaign has been launched.

The veneer manufacturing branch of the lumber industry is perhaps the one branch that has shown steady growth or enlargement during the past few years. Many other lines, like cooperage for example, have shown some reduction but the veneer trade keeps growing.

It has proven a fairly busy fall in the hickory industry for not only has there been an active demand for hickory handles and the material from which to make them, but the call for wagon and vehicle stock has shown considerable life in spots.



# A Bee Tree at a City's Gate



The "bee tree" is usually associated with deep forests and remote frontiers. It is a tree with a hollow trunk which has been taken possession of by a swarm of wild bees and has been filled or partly filled with honey.

The honey bee is not native to America, but it was brought to these shores by the early settlers and it thrived on the rich bloom found in field and forest. The native Indians were unacquainted with the honey bee until after the white man came, but they knew bumble bees. The swarms of bees quickly escaped from the settlers and took up their homes in hollow trees and holes in rocks. It was a common saying among the Indians of the eastern part of the United States that bees were messengers sent on ahead of the white man to warn the Indians that he was coming.

The meaning of this was that the bees advanced a little ahead of the white man's settlements and when Indians found trees filled

with honey it was evidence that the white men were not far off. That condition does not hold at the present time, because there is no frontier now, separating the Indians' lands from the white man's settlement. Bee culture is carried on in all parts of the United States, but it is commonly understood that bees are confined to hives except in forested regions where they still make their homes in the hollow trunks of trees.

No one would think of Chicago as situated in such a region. A swarm of bees in a hollow tree would not be considered unusual among the sparselysettled mountains of Pennsylvania or eastern Tennessee, but it is hardly to be expected in the vicinity of Chicago with its 2,500,000 people. Yet the accompanying photograph of a genuine bee tree, the home of a wild swarm, was made in October, 1915, within less than two miles of the northern limits of Chicago. The tree stood in a patch of primeval forest west of the Drainage Canal and north of Chicago. Locally the place is known as the "Big Woods," and the forested tract may contain fifteen or twenty acres. Some of the timber was cut in past years, according to the evidence existing as decaying stumps; but the land has never been cleared, and much of the timber is old

and mature, consisting of cottonwood, oak, hickory, ash, elm, horn-beam, basswood, and species of smaller size, including some thorn apples as large as can be found anywhere, and a rare wealth of poison ivy which climbs many of the tallest trees, and clothes them in brilliant scarlet, red, and yellow in September and October.

Although this remnant of the original forest lies within sound of the street cars of Chicago, it is a perfect specimen of wild woods. A person in the midst of the tract can no more see the outside world than if in the midst of a forest of 10,000 square miles. If he is careless during a few minutes of wandering about, he may even enjoy the luxury of being temporarily lost. He may miss his bearings and become "turned around" and for the time being he is nicely bewildered; but the forest is too small for one to remain lost very long. If he stops to listen, he can hear the whistles in Chicago, the roar of railroad trains, and the chugging of automobiles on the surrounding highways. Consequently, the pleasing delirium of being lost in a wilderness soon passes away and the wanderer emerges at

the edge of a cornfield, with a panorama of fences and farmhouses stretching to the horizon. By that time, if he has not been eaten up alive by mosquitoes, he is ready for a safe return.

Wild bees live and work there undisturbed by man. The accompanying picture proves that; but winds blow in the woods as well as elsewhere, and a large basswood tree which had been the home of a swarm of bees had been thrown by the wind and the fall broke the hollow trunk in fragments, scattering the comb and killing or dispersing the bees. The honey quickly fell a prey to ants and other insects; but the comb remained, and when a HARDWOOD RECORD man passing that way blundered upon the broken trunk, a snap of the kodak caught a corner of the wreck whence the last bee had fled.

It was a basswood, sometimes called linn or whitewood, and among forest people who are not lumbermen it is often best known as "bee tree." Some suppose this name is bestowed because the hollow

trunks are often occupied by bees, as was that one in the "Big Woods." That is not, however, the real origin of the name. Bees appropriate the hollow trunks of all kinds of trees when convenient, and show no preference for basswood. The name "bee tree" is applied to basswood for another and better reason. Its flowers are the richest food which bees find in the forest. When in bloom, this tree is sought by bees in preference to all others of woods or fields, and during that time the hives are rapidly filled with honey. The rural beekeeper affirms that he can identify basswood honey by its taste and color; but it is known as "poplar honey." It is darker in color than the honey commonly collected from other sources. In some parts of Europe basswood forests (there called linden) are planted purposely for the honey they

Three species of basswood occur in the United States, all so nearly alike that the ordinary observer notes no difference. Only one of them is native to Illinois, and by botanists is called Tilia americana, but it is quite abundant in the remaining wooded districts north of Chicago, particularly where the soil is fertile. Its seeds sail through the air on the principle of an aeroplane, being attached to the underside of a small,

A FALLEN BEE TREE TWO MILES FROM CHICAGO.

The hollow trunk was thrown by wind and was broken in the fall. The honey was exposed to attack by ants and other insects, and the empty comb remains to tell the story.

specialized leaf in such a way as to keep the leaf balanced on an even keel while traveling with the wind.

Sometimes there is a fine line of distinction in attempting to tell when it is best to use a friction clutch, and when to use a loose pulley and belt shift.

In working hardwood in the planing mill or factory more or less sap stain and discoloration is found. Where the wood is to be finished light or natural, these discolorations are objectionable, but by exercising care in selection they may be used advantageously where dark or heavy stains in the finished work will obscure the discoloration. This is one instance that illustrates the importance of harmony and co-operation between different departments. The stock cutter and the machine man should know the shade and tone of finish that is to be put on the wood, for this will enable them to use some discrimination in getting out stock.



# The Lumberman's Round Table



# Making Stock-Lists Attractive

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point of the possible buyer, is that the type in which the list is the entry of the possible buyer, is that the type in which the list is the entry of the possible buyer, is that the type in which the list is the entry of the entry of goderness, why a reading glass should be required to get the details of such a list, and yet many there is possible unions of stock in some small type that it is the entry of the consumer who tesses such a list aside cannot be blamed a great deal for doing so.

Information about individual items of stock, as to lengths and widths, are given throughout the list, where such information would be of obvious interest. Under the caption, "Points About Our Stock," a number of interesting facts are given on the last page, designed to impress the reader with the quality and good manufacture of the lumber. This is just as important as the details regarding sizes.

The same concern manufactures rotary veneers, and like other large producers carries a considerable quantity in stock. This stock is listed, with the explanation that other material of any size and kind will be cut to order. The drying facilities of the manufacturer, insuring flat uniformly dried stock, are emphasized in this department, while it is also noted that those preferring airdried stock may be supplied with that kind of veneers.

All the way through, in fact, the idea is to lend individuality and color to the description of the material to be sold, instead of presenting merely a cut-and-dried, stereotyped list of material, in the same form in which others put out their lists. It is a good bet that consumers who get this list retain it for actual use in ordering, while what happens to the other is largely problematical.

## The Value of Common Logs

How note it is a common log worth, compared with a good log? The practical log man may say that it depends altogether on the log; or, if he thinks that you are hinting that he is paying too much for common grades, he will suggest that any inequalities of that kind may be taken care of in the measurement.

But, putting such possibilities aside, and considering the question on its merits, it is plain that the desirability of the log should be looked at from the standpoint of its value f. o. b. mill rather than at the stump or even at the railroad track. In other words, a high-priced log will stand more handling expense than a cheap log, as pointed out in this department recently in another connection. You can freight a good log in to the mill and pay other handling charges, and still have a cost that will let you out; but whether you can do this with a common log, where the cost of transportation and handling is a good deal more, in proportion, than it is on a good log, depends on the price at which it was bought.

In some sections the common practice of log buyers is to pay two-thirds the price of good logs for common. By the time the freight is added, if the distance amounts to anything, and something put on top of that for handling at both ends, the cost of these logs to the lumberman is approximately three-fourths of what the good logs stand him. And few log men would have the temerity to suggest that the average common log will cut out three-fourths as well as an average good log.

The situation is even more strongly emphasized as to culls. Many of these are not worth shipping, for the reason that the transportation costs, added to the price paid at the stump, would make the gross cost at the mill excessive. Yet many log men seem

buy good, common and cull logs at the same relative prices, whereas the good are often the only ones that the manufacturer can be easy to be a constant of the constant of the

## An Introduction to Dimension

A little more than casual study of the part which leading lumber concerns are playing in the manufacture of material used for war purposes suggests the probability of these companies becoming a permanent to the large consent lumber business.

The average lumberman, accustomed to running his mill the castest way, which is to made the lumber as it comes, without trying to control widths and lengths except by sorting after the stock leaves the chute, has a marked distaste for the dimension business. This is based just as much on the additional trouble and disturbance of routine involved as on the impression that the possibilities for profit are less pronounced.

But those who have had an introduction to dimension lumber manufacturing in the form of war materials are beginning to see that when the work is properly organized and routed, with machinery and handling adjusted to the requirements, it can be taken care of just as well as putting ordinary lumber through the plant. It is simply carrying the manufacturing process a step farther—and charging a profit on the operation.

These lumbermen have seen the amount of waste involved in cutting to special sizes, and they have appreciated the necessity of making the consumer pay for that waste. If this policy were adhered to all the way through the dimension lumber field, and prices properly figured, the business would possess legitimate attractions, which would justify more lumbermen in specializing in this branch of the trade.

## Letting Employes Insure Themselves

As every lumber operator knows, the man who is hurt in the mill and is well taken care of afterwards is seldom likely to be vindictive in the matter of a damage suit. For this reason the use of a "franchise" system of insuring the men, which has come into considerable favor among the sawmills of eastern Kentucky and West Virginia, has advantages that are worth mentioning.

Under this plan one particular accident insurance company is given the exclusive privilege or franchise of writing the employes. The latter are not required to take out policies, but as the solicitor has the necessary standing given him by official permission to canvass the men in the mill, it is usually found that most of the men are written. The premiums are paid by the company out of the wages of the men, thus saving the insurance company the cost of collection. If anybody is hurt, the lumber concern adjusts the loss by paying the employe the amount provided in the policy. In this way enforced lay-offs caused by accidents do not prove burdensome either to the employe or to the company, because the former gets enough money from the insurance company to take care of his necessities, and the employer is not compelled to pay him for the lost time.

Usually the insurance company pays one of the office men of the lumber concern for handling the collection of the premiums through the pay-roll system, and attending to the adjustments. It practically amounts to a mutual system among the men, only the insurance company furnishes the necessary backing, in case losses are greater than premiums.

The fact that a lumber concern has a liability policy does not reduce the value of a system such as that described, for the reason that the liability insurance company always wants to settle the claim for the smallest possible amount, and does not consider the matter from the standpoint of keeping the good-will of the employe toward the concern for which he has worked. Of course, if a man is hurt and gets his money from the insurance company under the plan outlined, he may still sue the lumber manufacturer, but as he has been well taken care of, the incentive to do this is usually slight.

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# Philippine Standardizing Campaign



. The Philippine Trade Review in a recent issue printed an article by L. R. Stadtmiller, chief of the Division of Forest Management of the Government of the Philippines. This article shows that the manufacturers of Philippine cabinet woods who are constantly showing an increased importance in the hardwood world have come to realize the necessity for making a standard product.

Reading frequent notices in various periodicals concerning the shipment of Philippine lumber to the United States and other countries brings to the mind of one interested in these things the question of the inspection of shipments and a suitable set of rules under which the inspection and grading is to be carried out. The Islands are just beginning to build up foreign markets for the lumber manufactured here and therefore this seems a most propitious time to raise this question. That impartial inspections under standard grading rules would greatly benefit this new and very important phase of the lumber business no one will deny. Foreign buyers wish to be sure what they have ordered and if shipments are inspected under a reliable corps of inspectors the purchasers will be confident that they will get what they should.

To instill this confidence into the foreign buyers is the first duty and necessity of the lumbermen of the Islands. No better way of doing this is possible than by the organization of an association of the lumbermen, the association to be fastly binding on all its members and to adapt a set of standard grading rules fitted to the needs of the Philippine woods. Then, to carry out its purpose the association should employ a corps of competent inspectors who will be at the call of any of its members and who will pass upon all shipments made.

This would do a great deal towards premoting the lumber business of the Islands and, I believe, would do more than anything else to place Philippine woods in their right place in the world's markets, that is, at the head of the list of interior finishing and cabinet woods. Without the proper inspection as to grades there are bound to be misunderstandings and rejections which are very liable to end up in no further orders. Our woods, being new ones, must force their way into markets where they either are not wanted because of the competition, or are unknown and often without the proper representative to extol their qualities and, if they are of all grades and manufacture a mere glance of a prospective buyer will turn them down. The only way in which to overcome this obstacle is to have them carry the proper inspection and certification that they are what they are represented to be. It is a known fact that in certain markets the Philippine woods are noted for their poor manufacture and diversity of grades within the shipment causing a prospective buyer to look askant at them and prompting him to offer only low prices for them if he considers buying them at all. If he once knows that a shipment has been inspected and graded by a reliable association he will not hesitate to buy at the right price,

Along with inspections must go the proper grading rules. At the start it will be well to adapt a simple set of rules, adding to these from time to time until a complete and satisfactory set has been formed. The Bureau of Forestry has drawn up a proposed set of rules which might be used merely as a basis on which to build others. This was the object in drawing up the rules and at the time it was hoped that the lumber lusiness would gradually take them up and perfect them. So far very little has been done but we are still hoping to some day see them taken up. The rules should not be imposed upon the lumbermen but the point has been reached where the latter must now take up the task and push it towards its completion. I do not feel that compulsory government inspection will accomplish the purpose—it would be so very much better to have the lumbermen voluntarily take it up themselves and it is sincerely hoped that they will do it.

In the past there have been numerous requests to have the Bureau of Forestry make inspections of shipments to foreign ports. These inspections have been made, but for various reasons have not been completely satisfactory, chief of which has been due to the fact that the Bureau has not been in the position to be able to maintain a corps of inspectors to do the work.

To meet this situation, to start the work going and to fill a long felt need, the Bureau is now planning on training up a number of Filipinos who will be able to do this inspection work. These men will be placed at the disposal of the lumber interests whenever they so desire, either to make inspections of sales to the Insular Government or of shipments abroad, the expenses of these men to be borne by the particular company when and while it uses them. For the purpose of training the proper number of men the Bureau wishes to bring from the United States two or more men skilled in this line of work and just here is where the lumbermen are in the position to help out in a scheme by which they derive the greatest benefit. We have hopes that they will do their best in furthering this plan, but it should be thoroughly understood from the start that this idea is purely for their benefit and gain and that there is no idea of making the inspections compulsory. We have enough contidence in the plan to believe that once it is well-stablished the

lumbermen will of their own accord make the inspections a permanent and regular institution which will stand on its own merits alone.

The question of inspection under proper geading rules is a very important one. A great deal can be said on the topic as I have by no means exhausted it but it is my desire only to start those interested in it to think about putting it into effect. The people most vitally affected by it are the lumber manufacturers of these Islands and it is to them that I wish to appeal. Right now just when our woods are beginning to find their way abroad is the time to introduce them properly and to give them their chance to gain the permanent foothold and recognition to which they are entitled. By helping the Bureau of Forestry to get a body of trained inspectors the lumbermen will be doing themselves a body of trained inspectors the lumbermen will be doing themselves a but at a considerably advancing their own interests, and by later on carrying out this idea independently they will do one of the best things possible for the lumber interests of the Islands.

# Conservation in the Planing Mill

Planer work, in many instances, is taking on some characteristics these days, that differ somewhat from the practices of a few years ago. For one thing there is a decided tendency to reduce the volume of cut and lay stress on the quality of finish. There still are, of course, many instances of planers having to do a heavy volume of work in dressing rough lumber. In factories that use lumber bought in the rough, that may vary considerably in thickness, and even in mills where lumber is sawed and dressed before shipping, there is still a good part of the old burden of alternate light and heavy cuts in planing, because of the variation in thickness caused by rough cutting and other things.

Yet, for all that, there is a decided tendency to make it easier on the planer, so far as balk of work, or rather depth of cut, is concerned, and to reform the sawing so that lumber will be well manufactured in the sawmill and require very little cutting away by the planer to smooth it up. This is carried to even a finer point among box and various other factories that do resawing. They get the manipulation down so fine that the big surfacing planers are not expected to take off much more of a cut than was formerly taken off by the panel planers after stock had first been run through a roughing or receiving planer. And not only that, but in the case of flooring machines there is much closer manipulation, especially in ripping to widths.

The stock of flooring is generally ripped very closely as to width, so that the matcher heads do very light cutting as compared to the work frequently put on them in days gone by. This has come about, not through any idea originally of making the work of planing easier, but it has been inspired by economy and a widespread desire to save a lot of timber that heretofore has been going to waste in sawdust and shavings.

What these changed conditions may have to do with the future of planer work is an interesting matter at this time. It should assist materially in the efforts to get smoother work for the machines and a higher order of finish generally. It is pretty generally conceded that a planer with a light cut will leave a smoother finish than one making a heavy cut; also the knives usually retain their edge longer. Therefore, given a planer operating on carefully manufactured stock, in which the cut is very light, one should be able to get better results and have the machine run longer and use less power.

Another point we may get from it is that of some change in the construction of machines themselves that would lighten the power requirements and lessen the cost somewhat. It would not require the same pressure, strain and power generally to feed smooth, well-manufactured lumber on which the knives have to take only a light cut, that is necessary in rough, poorly manufactured lumber that runs thick and thin and washboard marks on it. So, as the closer manipulation in sawing and ripping continues and becomes more widespread, it should carry with it some change in the characteristics of planer work. It should take some of the heaviness out of it, both out of machines and power requirements, and enable the planing mill man to get a higher degree of work more easily than formerly.

# \*\* Another "Wood Eternal" Discovered \*\*

The virtue of the control of the test of the convergited the term to prove d'if a the control of may be the revise their figures, and proved the last of the foreign of the Forest Products I be there at Moleso W. I when the last of a deposite gravel land down in Wisconship closes doing the fragen of when the Lake States were lasted in the monators of the and they, as Greenland is at present. Geologists are reported to have figured out that the spruce tree from which the wood came grew 500,000 years ago. Thus far, there is no report that cypress has lasted that long and it even goes ahead of the claims of the white pine people in New England.

The fact that spruce wood remained sound half a million years is present to be a considered with the Wood in vents of coal of the Carbon iferous Age has been found in positions warranting the belief that it is millions of years old; and while spruce is under review it may be mentioned that some of the wood taken from coal deposits near Cook's Inlet, Alaska, was pronounced spruce, and it must have been much older than the Wisconsin specimen recently discovered.

But after all, is it quite certain that the Wisconsin specimen is 500,000 years old? Possibly it is; and if competent geologists gave that as their opinion after due investigation, the layman should be slow in gainsaying their conclusions. But if the proof of that great age depends upon the sole fact that the wood was found among the deposits of the ice age, a person should be pardoned for entertaining a few doubts. It would depend upon the place the spruce wood occupied in the glacial drift, whether among the oldest or latest of these deposits. If it was in the oldest glacial deposit of that region that the wood was buried, its age is nearer five million years than half a million; but if buried in the most recent glacial drift in Wisconsin, the age was very much nearer five thousand years than five hundred thousand.

The so-called Glacial Age was not a single period with a definite beginning and ending; but a series of ice periods, following one after another at longer or shorter intervals during nearly the whole of geologic history. Charles Schuchert, in the latest Smithsonian Annual Report, has shown that the earliest ice age in America preceded the latest by thousands of centuries, by the lowest estimate that can be made from the evidence.

Compared with the oldest ice invasion of the Wisconsin and Illinois region, the latest closed only yesterday. Calculations based on the cutting done by Niagara river, which had its origin in the last ice spoch, show the departure of the ice may not have been more than 7,000 year ago. Other calculations, based on the rate at which Lake Michigan has been invading the land between Chicago and Manitowoc, Wis., since the government survey of 1835 and 1836, place the close of the ice age here at less than 7,000 years ago. To quote the exact figures, based on more than thirty averages, the time was 4,700 years ago. This is figured out by noting the rate at which the lake bluffs along the North Shore are being washed away, and assuming that the rate has been the same since the lake reached its present level. A strip of shore, averaging three and a third miles wide, extending from Chicago northward one hundred and fifty miles, has been washed away by the lake, since it has stood at its present level (its level was several feet higher at an earlier age). It sank to its present level, as is believed, when the mountains of ice finally melted away and permitted the water of Lake Michigan to drain away through the St. Lawrence river instead of through the Mississippi as it formerly had done. Apparently that was not more than five thousand years ago. A person who has seen the glaciated regions of the Lake States, and noted the extremely recent appearance of the moraines, heaps, lakes, and swamps as they exist to lay, one easily believe that the ice departed at least as lately as five thousand years ago.

Then, is the specimen of spruce wood necessarily half a million years this he ause it was buried under a pile of gravel left behind when the great is possibly express still

has the advantage of spring in the confirmation of soil rear New Orleans, and their estimated up was thether and years. But even that falls considerably help with estimated up of the Pleistocene cypress tree found standing erect in the asphalt pit at La Brae, California, which was guessed off at 250,000 year.

# Gott Strafe Der Buyer!

When you present yourself to a certain kind of buyer, after you have waited patiently for an hour of precious minutes, outside the door, he looks at you as though you were a Leper, scowls and greets you: "What, you here again! Another half-hour gone to h---,"

Fifty years ago, the buyer was an important individual. Production was an uncertain science. What it cost to produce goods was more or less unknown. Standardization had not yet come in. Prices for the same quality goods varied in proportion to the intelligence of the men who manufactured them.

The buyer was the Distributor's Safeguard. The price the manufacturer asked, and the price he would take, often-times differed 50 per cent, with another discount or two for quick cash! Barter was in the air. Suspicion dominated all transactions. The convincing liar was a great fellow!

Every manufacturer accused every other manufacturer of this and that. One season the manufacturer "stuck" his customers and enlarged his bank account. The next season his customers "stuck" him, or refused to trade with him at all. Ruin lay down with him at night and called him in the morning. It was a glorified game of guess.

On the ability of Mr. Buyer to beat the game, often-times depended the success or failure of his firm. Primarily he was supposed to know the goods—to be able to judge their quality and value. Once certain in his own mind that a certain article cost the manufacturer \$1 to produce, he would offer the manufacturer's representative 50 cents for it—and the fight was on!

A boy with a fishy eye, a disagreeable manner, a distaste for other boys' company—who would hang two cats across a clothesline, rob birds' nests, steal examination papers at school, and sneak pennies out of the baby's bank—was sure to grow up and become a successful buyer—in eighteen hundred eighty.

Bless the day, suspicion is gone. Manufacturers have formed associations to tell each other what they know. "Trade secrets" are exchanged on the golf links. Cost systems challenge perfection. The quantity and quality of the production of practically every manufacturer in the United States are known to the intelligent men in his line.

The fixed price is a fact.

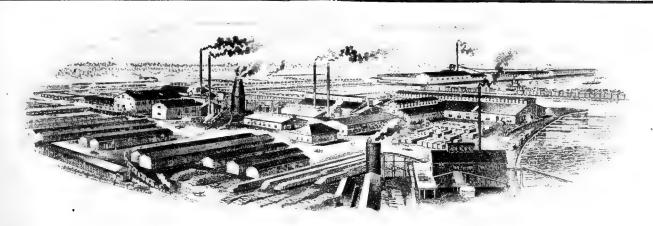
Business methods have been revolutionized—and in the buyer's office you find a salesman; a man who is not buying goods, but who is selecting goods to sell. He represents the sales department of his

All of which leads up to the meck statement that a real "buyer" in the year 1916 will treat every traveling representative of another firm, perhaps larger than his own, as a friend who came a long distance to present for his consideration, another possible profit!

The buyer who returns a card to a salesman with the curt message, "I'll not see you," is actually classifying himself with the dyspeptics of 1880. He is sending away unheard a man who may help him solve the problem that at present has his angora!

Always a buyer may listen to a salesman with profit—because a look around will prove that the great men in every line of business are salesmen.

The salesman worthy of the name sells service first. The buyer worthy of his job will meet every salesman who calls on him as one of his own kind. He will treat him as he himself would want to be treated. He may limit the second, third call, but the first call he should give the salesman a show for his white alley.—The Fra.



# The NorthwesternCooperage & LumberCompany

The Home of the "Peerless" Standard Brand Products

Western Office: 516 Lumber Exchange, Minneapolis, Minn. GLADSTONE, MICHIGAN

Mills at Gladstone and Escanaba, Michigan

Manufacturers of the following "Peerless" Standard Brand Products: Hardwood Flooring, Staves, Hoops, Heading and Veneers, Hemlock Lumber, Lath, Shingles, Posts, Poles and Ties, and Hemlock Tan Bark

"Peerless" Rock Maple, Beech & Birch Flooring have a standard of their own, are guaranteed and are said by Jealers to hold trade. We ship it in straight or mixed cars—Car or Cargo. NEXT TIME

Members of Maple Flooring Manufacturers' Association. (When writing mention the Hardwood Record.)

# The Mail Bag

#### B 954-In the Market for Clear Maple

Chicago, Ill., November 12.—Editor Hardwood Record: We are in need of clear maple \( \frac{1}{16}'' \) thick for bass drum shells, \( \frac{1}{16}'' \) x18' or 19', 9'' long. We will be very thankful to you if you can tell us where we can obtain such wood.

This correspondent has been given the names of manufacturers of maple lumber and veneer. Those wishing to be placed in direct communication with the inquirer will be given the firm name upon request.—Editor.

## B 955-Has Oak Dimension to Offer

Hopkinsville, Ky.—November 16.—Editor Hardwood Record: Can you put me in touch with manufacturing consumer using oak dimension clear stock 1½"x15½", any length up to 6'6" long? I am in position to furnish considerable quantity of this stock for delivery in 1916. This stock runs good quality and is suitable for bending. Can furnish cut to any length wanted either green or dry.

Those desirous of getting a source of supply for above stock would do well to get in touch with this party, whose address will be supplied upon application.—Editor.

# B 956-Regarding Brown and White Ash

Cincinnati, O., November 11.—Editor Hardwood Record: Can you give me some information on the difference between brown and white ash from the lumberman's standpoint and how the two woods may be recognized in iumber form? There seems to be some difference of opinion among lumbermen on this subject, and I would like to find out just what the exact facts are.

The above party has been advised that the term "brown ash" is distinctly a coined term as there is no tree specifically known as the brown ash, either botanically or as a tree growing in the woods from the lumberman's standpoint. In the common commercial ash of the different types it will be found that the heartwood is distinctly brown.

In the white ash the large proportion of sap wood probably results in getting more of the white wood from these trees, while in the opposite type there is less sap, and probably the so-called "brown ash" is more prolific from ash logs coming from such trees.

There is no way that we can determine them theoretically in the woods in the lumber form except the natural color, which is distinct in itself in all of the species. As far as we are able to see it is merely necessary to look to the boards for the color. Or, the color of the heart of the commercial ashes can be determined, and when this color shows up in the lumber this is the brown ash. But as far as any botanical or structural difference is concerned, there is none except as there is ordinarily a difference between the heart and sap wood of any growing tree.—Editor.

# B 957-Of Interest to Dimension Manufacturers

Philadelphia, Pa., November 20.—Editor Hardwood Record: Will you kindly send us names of manufacturers of lumber who would cut dimension of wood in oak or birch?

Thanking you for any information on this matter, we are,

Those desirous of communicating with this correspondent, may have the name upon request.—Editor.

# Clubs and Associations

# Hardwood Manufacturers' Association to Meet January 18-19

The board of governors of the Hardwood Manufacturers' Association of the United States at its quarterly meeting held at Cincinnati on Saturday, November 20, selected January 18 and 19 as the dates for the coming annual convention of that association and the Hotel Sinton, Cincinnati, O., as the headquarters. This will be the fourteenth annual meeting of the organization and the sixth to be held in Cincinnati. This city was chosen because of its central location and convenience for all interested in the hardwood industry, and because it is located midway between the great southern and southwestern territory, and the northern and eastern consuming factories, which is convenient for both the manufacturer and the customer.

The program is not yet completed, but Secretary W. H. Weller promises that the meeting will be one of unusual interest and value.

# Memphis Will Have 1916 H. Hoo Annual

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#### Hardwood Meeting Announced

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## Ohio Lumbermen Will Meet

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#### Indiana Lumbermen Announce Annual

 Orange et al. (1997) Professional Hallette and Turnace and Association professional Landau Landau (1997) Professional Landau (1997) Professiona held at the Claypool hotel. Committees were appointed to arrange the construction of t J. V. Stimson of Huntingburg, Ind.

# A New Association Proposed

I commence to before of Misseuri, Arbett . Missis upo Kentucky and Tennessee may form an association. The plan has been discussed. The idea is to organize the mills which produce hickory, ash, oak and other bardwoods in those states. Stock for chairs and wagons will fall within the scope of the proposed new association. A meeting for the purpose of discussing the matter may be held in Memphis early in the coming year.

# Detroit's Lumber Board of Trade

The business men of Detroit, Mich., have organized a strong lumber board of trade, which will represent woodworking interests as well as lumber. The organization started off with 110 members on the evening

Note or 9, when a median was held of Hot I Statler in that cir-The National Lumber Manufacturers' Association was represented at the meeting by E. A. Sterling, manager of the association's trade extension department. He was one of the principal speakers at the meeting. The board of trade was organized to promote every legitimate use of wood and to counteract false and misleading statements published regard ing lumber; to educate numbermen themselves to use better merchandising methods, to maintain a permanent exhibit of wood products, to furnish information to the public regarding wood preservatives, and proper selection of materials.

The meeting in itself was a notable affair not only in the matter of attendance, but in the spirit shown, and in the character of the addresses. The local committee on arrangements consisted of W. E. Brownlee of the Brownlee Company, Jeff B. Webb, Morgan Sash & Door Comeany, J. J. Comercord, president, Detroit Lumber Company, Thos. Forman, president, Thos. Forman Company, J. F. Deacon of the credit bureau, and W. A. C. Miller, president of the W. A. C. Miller Company, who acted as toastmaster.

The example of Detroit in forming a lumber board of trade for the legitimate promotion of the local lumber trade shows that a new spirit is abroad in the land of the lumbermen. It means that if units of this kind are created and become active in various sections that the ultimate goal of national lumber trade extension will be casy of accomplishment and more promptly attained.

# Southern Cypress Association in Annual

The annual meeting of the Southern Cypress Manufacturers' Associa tion was held at Jacksonville, Pla., on November 18. The chief work before the association was a revision of grading and classification rules, The new rules which effected a complete reorganization of the grading of typress were the result of long study by a special committee having that work in charge. The rules as adopted are substantially as recom-mended by this committee. They will go into effect January 1, 1916.

The question of trade marking lumber, its effect in stabilizing the limber business and the excellent progress made along these lines in connection with cypress occupied a good deal of attention.

William Petrie, who has been acting in the capacity of assistant secretary of the association, and has had charge of the Jacksonville branch, was elected to that position on a permanent casis. Other subjects discussed were the trade extension work in the National Lumber Manufacturers' Association, the question of fire retardant lumber discussed by Dr. Hermann von Schrenk et St. Louis and location of next meeting place.

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# New York Lumber Trade Association in Annual Meeting

He twenty is the process of the Variable Trade Association (Control of the Control of the Contro eti n was he'd N or a objective - though one indred member to else of

to the hold of Petinenles, after a Village of the Petine The trustees The meeting v which the receive reported on the work done by the various departments, reviewing such matters as the attempted chan, in conditions governing the delivery of binner, change in Colorada and the Southern questions propounded by the Internal Colorada and the Colorada Trade Commission inquiry; inspection matters; crodits ste-

Included the controls absence of the charman, Patrick Moore. The report recommended the adoption of the National Hardwood Lumber Association rules as official rules in New York, provided satisfactory arrangements for their application her could be made. The report with the recommendation was adopted. The matter was piterred back to the committee with power,

The annual election resulted as follows:

PRESIDENT RESIDENT OF POSSIBLE STOAT

SECOND VICE-PRESIDENT Frederick W. Starr.

TREASURER Charles P. Fischer

Mr. Perrine responded to this expression of loyalty, thanking the members and especially the committees who keep in close touch with the many new conditions constantly arising affecting the trade's interest,

The trustees met in annual meeting later, transacting the usual routine business and electing one new member,

The association has now started its thirtieth year and preparations are being made for a process colobic to soft a sone and a stul life. A dinner will probably be decided upon and every effort will be put forth to make the affair one of the largest ever held in this city.

## Annual of Philadelphia Golf Club

The Philadelph a Lumoermen's Go f Club which hold its annual meeting and supposedly final tournament in October, came to life again on November 10, Clarence D. Geist, owner of the Scaview Golf Club, at Absecon, and only a short distance from Atlantic City, N. J., sent the Lumbermen's Club a pressing invitation to come down and enjoy the hospitality of the Seaview's private links on the day previously mentioned. The invitation was speedily accepted and twenty six of the boys made the trip, some going by train and others by motor. The event was a handicap tournament as usual. The day was a trifle windy and no real low scores were made. The fairways and greens were in excellent shape, however, and all the golfers had a royal good time. U. A. Collins. William Henry Smedley, and J. Anderson Ross turned in the lowest net cards. After the game the players had a plunge in the club's salt-water swimming pool, and followed with dinner. Four new members-J. S. Connor, David Baird, Jr.; J. A. Finley and A. B. F. Smith have recently been admitted to the club.

# Prominent Military Man Talks to Chicago Lumbermen

The second and day lunche as the treat of the Lambermen's Association of Clarage took place. These v. November 16, at the association head quarters, Henry J. Riley, a newspaper war writer of the Chicago Tribune, being the guest of honor and the chief speaker.

Mr. Rlley was formerly connected with the regular army of the United States and is a keen student of military affairs. He directed his talk along the lines of the European operations and gave a lucid and Africa describing in a second of the methods of warture employed by the European conflicting nations. Mr. Ribey maintained that the methods are essentially similar to the methods employed in the Civil War, although of course on a much more gigantic scale. Mr. Riley in addition to the talk answered a great many questions that were directed by the association members who wanted a little further insight into various features which he had suggested.

## Confer on Reclassification

A committee of lumbermen appointed by Preisdent Duhlmeier, of the Cincinnati Lumbermen's Ciub at its November meeting, to take up the matter of readjustment of freight rates on forest products, more especially reclassification, met at the Business Men's Club November 15 and discussed the matter thoroughly and formed a basis upon which the committee will submit its report at the next regular meeting of the club, which will be held December 6. Until that time, nothing will be given out regarding the decision of the committeemen.

The committee consists of B. F. Dulweber, chairman, C. C. Hagemeyer, J. Watt Graham, F. W. Mowbray and James Davidson.

#### Monthly Meeting Philadelphia Exchange

At the regular monthly moeting of the Lumbermen's , a Philadelphia, held November 3, the chief to a cridical section x, exchange meetings can be made more into a more of the x and x and x and the meeting was discussed from all sides and the meeting according to a x and x are x and x and x and x and x are x and x and x are x and x and x and x are x and x and x and x are x and x are x and x are x and x are x and x and x are x and x are x and x and x are x and x and x are x and x are x and x are x and x are x and x and x are x and x are x and x are x and x and x are x and x and x and x are x and x and x are x a

A letter was sent to President Woodrow Wilson, asking that to meet porate, favorably, one cent letter postage in his next message to congres A resolution of sympathy in the death of C. B. Celes was post and a copy sent to members of his family. President Clasmit was anthorized to appoint delegates to the twelfth convention of the National Rivers and Harbors' Congress. Thomas B. Hammer and Joseph J. Arbelo were appointed delegates to aftend the Atlantic Deeper Waterways Convention at Atlanta, Ga.

For the December meeting a noted expect has been so ared to speak on the new workmen's compensation law, which becomes an ethermal Pennsylvania, January 1.

#### St. Louis Lumbermen Form New Exchange

The last meeting of the Lumbermen's Club of St. Louis was lead at the Mercantile Club November 18, when it was formally announced that the club was merged with the new Lumbermen's Exchange. This merger was the result of a reorganization of the Lumbermen's Exchange, which has taken several months to period, so the exchange could include throughout, with others to come. The three groups already formed are the retail pine yard dealers, the hardwood dealers and manufacturers and the yellow pine manufacturers and wholesalers. The groups to follow will include all lumber industries.

The last meeting was in the nature of a banquet and casar I person, are. While the members were waiting to enter the banquet hall, Julius Seidel, chairman of the entertainment committee, stated that at each plate would be found a paper cap and a paper necktic, and he wanted all to wear them. The members did so and much amusement was the result.

to wear them. The members did so and much amusement was the result.

After the dinner and cabaret, E. C. Robinson, president, called the club to order for the last time. He said he hoped the members would take the same interest in the new exchange as they had in the old club.

He introduced Julius Scidel as the toastmaster, who in a few complimentary remarks introduced William Dee Becker, the atterney who revised the charter of the old Lumbermen's Exchange so the exchange could take in the various groups, who gave an excellent talk on cooperation lasis vs. the competitive system.

President Robinson and other officers were thanked by the members for their efforts in behalf of the club during the past year, and the club died a natural death.

At a meeting of the board of directors of the New Lumbermen's Exchange, which was held Tuesday afternoon, November 16, Charles E. Thomas was elected president; C. A. Antrim, vice-president; R. E. Gruner, treasurer; Walter D. Dodd, secretary, and O. A. Dier, assistant secretary.

The new board of directors consists of Charles E. Thomas, representing the hardwood division; C. A. Antrim, representing the yellow pine manufacturers' and wholesalers' division, and R. E. Gruner, the retail pine yards. The board of directors appointed a membership committee consisting of Thos. E. Powe, E. H. Luchrmann and R. F. Krebs, for the hardwood division; Julius Seidel, George W. Funck and J. A. Reheis, for the pine yards, and C. M. Jennings, E. C. Robinson and T. C. Whitmarsh, for the yellow pine wholesalers and manufacturers.

Temporary headquarters will be in the Syndicate Trust building and the annual meeting of the exchange will be held on December 21.

## Memphis Club Meeting

John M. Woods was the honored guest at the regular semi-monthly meeting of the Lumbermen's Club of Memphis held at the Hotel Gayoso, November 13. He just happened to be in town, but he was in particularly fine fettle and regaled the lumbermen with his usual rich fund of anecdotes. He was in a particularly happy frame of mind, saying that this was due to the fact that a Republican governor had been elected in Massachusetts and that Harvard had just won a brilliant foot ball victory. He also intimated that some of his good humor was directly attributable to the fact that business was improving in hard wood circles in the United States.

Col. Woods paid the Lumbermen's Club a very high compliment on the fact that it arranged regular business and social meetings at stated periods, declaring that these gatherings were not only beneficial to the lumbermen but that they also tended to help the community at large. He thought the spirit in which the lumbermen here came together and in which they tackled all problems not only truly laudable but also worthy of emulation at the bands of those engaged in the same line elsewhere.

Col. Woods seemed disposed to take a little more cheerful view of the general political situation, but he declared that the lumbermen should keep an eye on the legislators in both the states and the United States because their interests not only cross state lines but are also nation wide.

The mud deposit, which threatens to make the Memphis harbor useless, was discussed at this meeting. The lumbermen have ten members on the citizens' committee which is handling this subject and the club made it quite clear that it would support any movement looking to relief from the unfortunate conditions which have developed.

To committee on rail and cover termina, wa coveredly to report, out unnounced that if would have omething to say later. The club is attracted in more adequate river terminals, a miliested is the appoint of the son mittee, and will cooperate with the her bosine originals to make an seeing that they are realized.

It was introduced that a dimer dimer would be given at the Colonial Country club under the auspices of the Lumbermen's Club the evening of November 22. All arrangements are in the hands of the entertainment committee, of which F. T. Dooley is chairman. This will be quite an elaborate social affair.

Tais meeting was largely social, very little business being transacted. There were fifty five members and guests present and an unusually delightful dinner was served by the Hotel Gayoso.

# Louisville Club Re-elects Officers

The annual meeting of the Louisville Hardwood Club was held at the Seelbach Hotel, Tuesday evening, November 9. All of the old officers were re-elected, the executives being as follows; H. E. Kline, Louisville Veneer Mills, president; Harold J. Gates, Louisville Point Lumber Company, vice president; C. M. Sears, Edw. L. Davis Lumber Company, treasurer, and G. D. Crain, Jr., secretary. Mr. Kline, who was out of the city, stated in a letter that he did not desire to hold the office another year, but the club felt that he was too good a presiding officer to let get away, and insisted on re-electing him to the position. The meeting was featured by a number of informal talks by charter members of the club, Edward 8. Shippen describing the first meeting, held in 1908 at the Galt House. The club is believed to have been a great force in improving business conditions in the hardwood trade.

# With the Trade

#### Will Operate Dimension Plant

The old firm of Holmes & Balmer having disconinued business at Lima, O., Cal. Balmer, formerly of that firm, and his son, C. B. Balmer, are equipping an up-to-date hardwood dimension plant at Bluffton, O. The plant is being equipped with Crocker-Wheeler electric motors and will be ready for operation by December 20. The business will be operated under the firm style Cal. Balmer & Son. They will manufacture ash, hickory and oak dimension stack exclusively.

# W. L. Briscoe Starts Wholesale Business

W. L. Briscoe, until recently connected with the Dermott Land & Lumber Company, Dermott, Ark., and prior to that with the Paepeke-Leicht Lumber Company, has started a wholesale hardwood business at Dermott handling timber, lumber and logs. As Mr. Briscoe's experience has been mainly in the section in which he is now operating, he starts usiness with a prospect of a very successful future.

#### May Enter Politics

There is talk that E. V. Babcock, Pittsburgh, Pa., may enter the lists as a candidate for United States senatorship in Pennsylvania. He is president of the National Hardwood Lumber Association, and should political lightning strike him, it is a foregone conclusion that the lumber interests of the country would not suffer by having a man like Mr. Babcock in the halls of Congress.

## May Establish Barge Line

A movement is taking form along the Mississippi river to establish a barge line between New Orleans and St. Louis, but sufficient progress has not yet been made to justify the announcement of the success of the project. One of the heaviest classes of freight is lumber, and the establishment of the line will depend largely upon what stand lumbermen take in giving it their support. Considerable encouragement is said to have come from that quarter.

# New Box Factory for Marquette

I, plans now under way are carried through, Marquette, Mich., will become the site of a fifty-thousand dollar box factory which will employ 100 men. It will use balsam and other softwoods as raw material, and also some hardwoods. It is believed that much cull lumber can be used and that this can be procured from large sawmills in the upper peninsula of Michigan. It is reported that the Nufer Cedar Company is at the head of the undertaking. This company operates box factories at various points in Pennsylvania, West Virginia and Michigan and has a large market for its product.

#### Creditors Close on Huss Brothers

Claiming that the Huss Brothers Manufacturing Company, one of Cincinnati's pioneer concerns, engaged in the manufacture of bar fixtures, is insolvent, creditors of the company last week filed an involuntary petition in bankruptcy in the United States district court in Cincinnati. The lumber companies taking this action are the Ohio Veneer Company, Cincinnati, the Stephen Bilek Company, Chicago and the Talge Mahogany Company, Indianapolis. Their respective claims are \$408.77, \$15.32 and \$153.97.

The acts of bankruptcy charged against the respondent are that on

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R. H. Jones Takes New Position The second secon  $t=-W_0$  ,  $\kappa=\kappa$  ,  $\kappa=\kappa$ I wrong to the same of the same to the sam . The second contribution of the second contribution is the second contribution of the second contribution of the second contribution  $(v_i,v_i)$ the term of the state of the state of to the beauty of the constraint to the letters are disfor the old offers of type and have care however at deal of comment. The Charles W. P. That her emplany has the force disposed of its tok to one of or list the conjunts policy has been changed and Mr. John has undertoken the task of mostly the at stock to the con-

This company, was a comparatively taw teern, has vast hard we deholdings in Langday and other countles of northeastern Wisconsin Miliong these holdates is a big tract of hardwood timber purchased a year ago from the John S. Van Nortick estate of Appleton. This timber is a cod in Langdah county. It is estimated the company has hardwood stumpage that will give a run of about ten years' cutting of 12,000,000 to 15 common for annually,

The company has a splended mill operation having two big band mills, one at Elcho and the other at Birnamwood.

#### Patrick Moore

Patrick Moore head or the mim of Moore Bross, dealers in hardwoods, died at his home in New York City November 10. Mr. Moore was ill since August this year. He was sixty four years old and blaves a widow, five daughters and one son.

Patrick Moore was one of the best known men in the hardwood lumber business. His entire life, dating back to the days of his schooling, was spent in and near the barque od branch of New York's lumber district and in that tun- he gained a knowledge of hardwoods that gave him recognition as an expert in any discussion dealing with grades and values. His name was known to hardwood lumbermen everywhere. He was always a student of hardwood lumber and it was his drafted rules for inspecting lumber that formed the basis for the first official inspection rules in the great New York market, and he was the first licensed inspector in this market. Mr. Moore's counsel in matters pertaining to inspection was sought in other places, and at the time of his death be was a member of the inspection rules committee of the National Hardwood Lumber Association and chairman of the inspection committee of the New York Lumber Trade Association, an organization with which he was prominently identified since its formation thirty years ngo.

Patrick Moore was born in Ireland in 1851, coming to this country with his parents two years later. After a short time spent in Connecticut the family came to New York, his father becoming associated with the lumber business of A. & W. Chapin & Bro. at Twenty-fourth street and Eleventh avenue. It was with the same business that Patrick Moore began his lumber career at the age of twelve, continuing until he reached maturity. For a long time he did public trucking, storing and inspecting and in 1893 entered distinctively into the retail lumber business, organizing with his brother. Peter H. Moore, the firm of Moore Bros. The new venture was successful from the start and today the firm and what and wolcolor the hundwood Patriol Moore we as cold final to the He were the price of the real territors. trade and chose the parties of

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#### Dr. Schenck in Belgium

Dr. C. A. Schon ) former head of the Biltmore Forest School in North Carolina, is now in Belgium in the service of the German army. He is engaged in distributing the farm crops which the Belgians raise on their own lands. Or School, in a . !! a written to friends in this country emphasized the fact "that German militarism did not seize the whole crop in Belgium for its own use." Dr. Schenck was wounded last winter in Poland, and his brother was recently killed in battle against the French.

# Sheboygan Phonograph Factory

A start has been much in the manufacture of phonographs at Sheboy gan, Wis., by the Lake Side Craft Shops, of which F. A. Dennett in the head. Some of the patents which heretofore made the manufacture of phonographs in this country a monopoly have expired, and it is believed that a number of firms throughout the country will now enter the business. Some of the choicest hardwoods find place in the phonograph factory. The cases of high-class instruments are nearly always of wood, because metal is unsatisfactory for several reasons. The use of phonographs is rapidly increasing, and nothing has yet been invented to take

# Will Repair Handle Factory

Announcement has been made through newspapers that William Han-& Son's handle factory at Houston, Tex., which was wrecked in the recent storm that struck that city, will be repaired and that operations will be resumed. In that connection it is stated that F. B. Chilton has pur chased the plant.

# Ships for Carrying Lumber

The report that a large firm of bumber importers in Spain has planned to put on the sea a fine of vessels to ply between Barcelona, Spain, and New Orleans is heard with satisfaction. The Jose Taya's Sons Company is said to be back of the enterprise. Three vessels have been purchased and three more are under consideration for this trade. Exporters of lumber have been greatly handicapped because of scarcity of vessels to carry cargoes from our ports to foreign countries. The placing of from three to six vessels in service will greatly relieve the situation.

## Will Rebuild Box Mill

The box mill at Dendron, Va., owned by the Surry Lumber Company of Baltimore, which was burned some time ago, will be rebuilt at once and will again be in operation in a few months. Meanwhile the company will increase the output of another mill in that region and by that means will be able to take care of orders while the burnt mill is being restored.

# Samuel D. Spellman

Samuel Dean Speilman, president of the George D. Emery Company, importer and manufacturer of mahogany, died of pneumonia at his home, 526 West 113th street, New York, Sanday, November 7. The remains were



ROY JONES, SALES MANAGER, CHAS. W. 118H LUMBER COMPANY, ELCHO, WIS.





THE LATE PATRICK MOORE, NEW YORK. HARRY E. KLINE, RE ELECTED PRESIDENT OF LOUISVILLE HARDWOOD CLUB (SEE PAGE 31)

taken to his late home, Indianapolis, Ind., where the funeral service was held Wednesday, November 10.

Samuel Dean Spellman was one of the best known men in the mahogany manufacturing and importing trade, having been identified with that industry since early boyhood. He was a native of Ohio, born in Butler county, that state, December 22, 1860. He went with his parents to the neighboring state of Indiana, where the family settled in Shelby county and remained there until he was ten years old, when the family moved to Indianapolis.

It was while attending school in Indianapolis that he first became associated with the lumber business, his vacation time being spent in minor occupations with George D. Emery at Indianapolis. He continued with the Emery interests at that place until he was twenty-one years old, at which time he resigned to accept a position as bookkeeper with the J. L. Rumbarger Lumber Company, then operating at Gosport, Ind. After a few years, however, he returned to George D. Emery, and since that time has been prominently identified with the affairs of that extensive enterprise.

In 1887, at the age of twenty-seven, he was made superintendent of the Emery operations at Bluefields, Nicaragua. He continued in the tropics for twenty-three years, returning to the States in 1910, when he was elected vice-president of the George D. Emery Company with office at New York. A year later he was elected president of the company, which office he occupied until the time of his death. Mr. Spellman married Miss Emma Prange of Indianapolis in 1882, who, with one daughter, Mrs. Robert H. Tyndall of Indianapolis, survives him.

Sam Spellman, as he was known to the mahogany and cedar trade of two countries, was a thorough business man, brought up in the school of experience. Early in life he was attracted to the lumber business, and that he was peculiarly fitted for it is evidenced by his success. He very soon demonstrated his fitness for places of responsibility in the Emery business, and when the demand arose for a man to go to the tropics to superintend the company's operations there he was chosen for the place.

One can well imagine that conditions for lumbering there were vastly different from those in the States. Many new problems were presented; the country was rough, labor was scarce and unskilled. He was sent there to do certain things, and about his only equipment was a firm determination to succeed in the allotted task. His first attempts did not meet with success, but they furnished good experience for later trials. In due time new plans were made; camps laid out, crews organized and properly coached, until finally the entire works were organized so that mahogany and cedar logs were brought out in large quantities at a cost that made the whole undertaking one of profit. The operation at Bluefields grew until it became one of the largest there, employing at one time about 2,000 people. Mr. Spellman's capacity for hard work made it possible for him to keep in close personal touch with almost every detail of the work and the men engaged with whom he was a great favorite.

He was a man of simple tastes, quiet and of retiring disposition. His life was devoted to his business and he made a reputation for fairness and integrity that won him the confidence and friendship of all with whom he became associated.

# Pertinent Information

# Chester Korn Writes on Possibility of European Trade

Chester F. Korn of the Korn-Conkling Lumber Company, Cincinnati, O., sent the following very interesting letter to the Chamber of Commerce of Cincinnati.

O., sent the following very interesting letter to the Chamber of Commerce of Cincinnati.

I shall not attempt to herein discuss the great questions leading up to this terrible war or their political effects. What I am solely interested in is the industrial and economic side. Without mentioning conditions existing in England, which I have studied carefully for two months, it is really marvelous the splendid position of Germany after fifteen months of war, in regard to her industries, public utilities and general comfort and welfare of her people. I could never have believed such conditions possible in a country with so large a population completely shut off from communication with the rest of the world. Nothing needful for its subsistence is lacking and none of the slight inconveniences suffered by the people in daily life can be called a serious hardship.

My trip on the continent has developed many things worthy of consideration by our American business men, and without a personal investigation such as I have made it is difficult to understand how unnecessarily our American industries are suffering from the war at this time when only a part of our factories are engaged in supplying the urgent needs of the world's markets. It is not generally known how completely our American commerce is cut off from continental Europe by blockade in neutral waters. Our rights as neutrals to trade with other neutrals, viz: Holland, Norway, Sweden. Denmark, Spain and Portugal, is placed under such restrictions that trade on the continent is practically suspended. Our American consuls at neutral ports have repeatedly brought the facts before our Government, often at the risk of endangering their positions through incurring the ill-will of hostile interests, but little good has yet been accomplished.

I have gathered much authentic information on this subject through our consular agents as well as through my own foreign business connections and other independent sources, and am now preparing a formal written protest to our state d

neutral waters without interference. Our country is in a splendid position to maintain these rights, but the indifference on the part of our business men is not only depriving our country of immediate benefits, but is building up a sentiment against us abroad that will reflect lasting injury to our foreign commerce.

After another week I shall return to Holland and later to England, to close up some unfinished matters, sailing for America some time during Navember.

November.

Mr. Korn's comments certainly give reason for very deep thought on the part of merchants in this country engaged not only in the lumber business, but in every other line of effort that would be interesting from an export standpoint.

#### Fire Retardant Shingles Assured

A method of rendering shingles fire retardant has been developed at the Forest Products Laboratory, Madison, Wis. It consists essentially in treating the air-dried shingles with a solution of borax in water. The shingles are then dried to about ten percent moisture and a second treatment with a zinc chloride solution is applied. The shingles are again 'dried and are then ready for use.

Theoretically, the process depends upon the formation of an insoluble salt by the zinc chloride and the borax, namely, zinc borate. This salt is practically insoluble in water and when heated to a high degree fuses and coats the cell walls, rending them fire retardant. Shingles treated in this manner and soaked in running water for two weeks still retained their fire retardant properties. When subjected to high temperature the treated shingles will burn, but without a flame so fire will not spread from one portion of the roof to another, in case fire brands fall upon it.

The chemicals required cost about fifty cents per thousand shingles, but the solution must be applied under pressure and a comparatively expensive equipment of cylinders, pumps and tanks is required. For this reason the method is recommended only where large quantities of shingles are being treated.

It is believed by officials that such a process may do much, however, to cut down the fire losses in Wisconsin and other states.

#### The Wrong Lumber and Plenty of It

It has developed in the last two or three days that an immense quantity of lumber bought by the city of Chicago for use in the construction of the Mayfair pumping station is not according to specifications. There are some 700,000 feet of yellow pine on the piles, this being one of the first purchases of city lumber in large quantities that was bought in carload lots. The sale was made by a local firm and according to the information on the subject the specifications called for long leaf pine. In place of this, however, it has just been discovered that the entire batch is loblolly pine and of a mighty poor quality at that.

The situation is being investigated by the city engineer. John Erickson, and L. S. Morse, chief engineer for the testing department of the department of public works. It seems probable that misunderstanding has caused the error as the recently adopted ring rule contest for definition and classifications of yellow pine is probably not yet known in all purchasing circles.

# Baltimore Exports Unfavorable

The statement of exports of lumber and logs for October, compared with the same month in 1914, plainly reflects the unsatisfactory condition of affairs prevailing on the other side and bears out all of the unfavorable reports that have been received from abroad for some time past. It shows the effect of the congestion that ensued soon after the spurt to forward stocks during the early part of the war in the belief that exceptional requirements would have to be taken care of, and indicates the extent to which the movement of lumber is interfered with by the scarcity of tonnage, high ocean freight rates and restrictive regulations on the other side. For the first time since comparisons between war months became possible the exports this year have actually fallen below those of last year, when the shock of the conflict was supposedly heaviest, a circumstance of course attributable to the interference with the movement. The difference between last month and October of 1914 is not large, amounting to only about \$3,000, but since heretofore each successive month has shown a gain over the same month of 1914, the situation in the foreign markets open to the American shippers must be very trying. Oak and poplar declined, the exports of poplar being hardly more than half as large, though the classification "all other woods" shows a good increase. Staves also appear to have been in good demand, with furniture and trimmings moving in increased quantities. The comparative statement is as follows:

	—October,	1915	October,	1914
	Quantity	Value	Quantity	Value
Logs, hickory			23,000 ft.	\$ 1,210
Logs, walnut			6,000 ft.	392
Boards, gum	18,000 ft.	\$ 484		
Boards, oak	428,000 ft.	14.990	444,000 ft.	17,147
Boards, white pine			20,000 ft.	620
Boards, short leaf pine	32,000 ft.	1,010		
Boards, poplar	146,000 ft.	5,235	$248,000  {\rm fc}$	-12,256
Boards, spruce	46,000 ft.	1.941	$20.000  \mathrm{ft.}$	739
Boards, all others	233,000 ft.	8,968	67,000 ft.	3,350
Shooks, all others		1.000		
Staves	214,500	10,265	124,220	6,200
Lumber, all others		2,234		3.415
Doors, sash and blinds		125		
Furniture		3,456		2004
Trimmings		1,348		
Wood, manufactures of		3,560		11.785
		\$54.611		\$57,368

# American Furniture in Ar contina

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#### Turning Waste to Profit

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# Teak in Siam and Indo-China

The product of the restriction of the second of which there is a design of the second Torridore the

The principal use of teak is in shipfundding, especially for decking and as backing for armor plate. Its durability and lack of corresive effect on steel make it particularly suitable for the latter purpose. Teak ered well adapted for that purpose, on account of splitting too readily, In the property of the control of th the Burmese carved teak wood being especially noted.

## Branding Lumber in Ancient Times

the term of the second and manufacturers. Those who suggest this may think it is an original 10.14 50 1 other in London the workmen uncovered many Roman relies at least sixteen hundred years old. Among them were some boards which had been

used to cover the mouth of an old well which had long been forgotten. The wood was in 11, reveal a stamp or brand on the bumber, appar ently placed there by the manufacturer whose name seems to have been Pecatus, or that

the lumber was manufactured. The old saw yer made good lumber, as its durability proves, and doubtless he was justly proud of

## Red Gum Booklet

S A P A P A A A A Fenn, has recently mailed a booklet on red gum confaming a lot of technical information 

together with first class photographs of the different figures ordinarily found in red guinand the trade definition of the different type et wood commonly on the market. It also gives were information as to the proper care of hardwood deore and trim, and Some mighty

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## Lumbering is the Bahamas

		Cost in the Bulgaria
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## Australian Pulp Industry Not Attractive

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pulping industry in this state will now be laid a side, as this expert report may be said to have obliterated the prospect of any enterprise in this direction. The small samples of good paper that have been made from our woods were like the gold in some of our mines. The gold is there, but it does not pay to take it out.

Before joining the Vustralian Contederation the state of Tasmania was a separate British crown colony and in the early days was known as "A to be to be Laron. If the state of the state of Tasmania was a separate British crown colony and in the early days was known as "A to be to be Laron. If the state of the state of Ireland or of Portu most effects of Australia about two or three days' journey by fast steam packet. The island of Tasmania is about the size of Ireland or of Portu undeveloped, even though the inhabited part of the colony was far advanced socially and industrially long before the first settlements were made on our own west costs. In certain world markets Tasmanian timbers are much prized for structural and ornamental work. For a number of years the Tasmanian government has been considering the development of a wood pulp and paper industry to take advantage of its forests and water power resources and to supply the Australian market. Several resident and English engineers and analysts had reported rather favor ably on the prospects and certain state aided, as well as government owned, plants were lately in course of promotion. Before making several large appropriations of money and alienating public lands for these projects, the more conservative members of the Government wished to make sure of their attribute toward the proposed industry by securing an independent investigation and an absolutely unblased report on the propositions.

M. Surt. 1 1 2 2 3 4 6 d. St. 1 peritment of Agricul

an independent investigation and an absolutely unblased report on the propositions.

M. Santa and the solution of the old States Department of Agriculture, Forest Service, stationed at its Forest Products Laboratory, a research institution maintained in cooperation with the University of Wissensin at Madison. Taking leave of absence, he visited Tasmania in the anter of 1914-194. The property of the state of 1914-194 and paper maintained ing propositions. This, of course, was with the approval of the State Department at Washington, since Tasmania is a foreign dependency.



CLUB HOUSE ENTIRELY LINISHED IN RELOCUM

#### China's High Bid

It is reported that the Chinese government has offered a salary to W. F. Sherfesee, forester of the Philippines, so much higher than the pay he receives in his present position that he will probably accept the offer and go to China and become chief forester of that vast country. It is the greatest field for practical forestry in the world, and it demands executive ability of a high order. Mr. Sherfesce is a comparatively young man. He graduated from Yale ten years ago; spent five years in the United States Forest Service, and then went to the Philippines, and one year ago became the head of the Philippine forest service.

## San Francisco's Only Sawmill

There is only one sawmill in San Francisco, and that operates principally on hardwoods, among which are Japanese oak, American mahogany, and California laurel. The mill gives special attention to custom sawing. It belongs to the National Mill & Lumber Company, of which E. C. Pitcher is president. It is equipped with a band saw and can handle logs up to fifty inches in diameter.

# Will Encourage Shipbuilding

The Society for the Development of American Shipping, headquarters at New Orleans, has sent out a prospectus of its purposes and plans. It advocates the building of vessels to carry American commerce upon the seas, and it presents statistics to show that present shipping is totally inadequate to meet the needs of the time, and that the rate of building must greatly increase in order to provent still further the decline in shipping. The disorganization due to the war must be felt a long time after the close of hostilities. The society has members in all parts of the United States.

# Canada's Forest Resources

The latest figures on Canada's timber resources are contained in a recent report by Consul Gebhard Willrich at Quebec. He says that the acreage of forest lands of commercial importance, by provinces, are as follows:

	Acres
Quebec	130,000,000
British Columbia	100,000,000
Saskatchewan and Alberta	100,000,000
Ontario	70,000,000
New Brunswick	9,000,000
Nova Scotia	5,000,000

The pulpwood resources are extensive and there is ample water power for grinding the pulp. The saw-timber consists largely of softwoods. In the eastern provinces this is white and red pine, spruce, balsam fir, and hemlock; in the western part it is made up of Douglas fir, western red cedar, western larch, and Sitka spruce. The chief part of Canada's hardwood timber is in Ontario, and is maple and birch.

# Porto Rico Wants Trade

The island of Porto Rico wants more trade with the United States. Letters to that effect have been received in this country from G. F. Correa, chief of the Insular Government of Information, San Juan, P. R. It cannot be stated just what this means for exporters of lumber, but Porto Rico has very little timber and most lumber used on the island is imported. Persons in the United States who are in a position to do business in that quarter might do well to correspond with Mr. Correa and see what opening there is for American lumber.

## Increase in Hardwood Business

The monthly report of actual sales issued by the Hardwood Manufacturers' Association, with offices in the First National Bank building, Cincinnati, covering October sales has just been sent to the membership. This report covers actual sales made by association members in the various consuming markets. The volume of business has increased to a marked degree with some improvement in prices due to increased demand from consumer, and reduction of stocks at the mill points. Statistics which the association is keeping on this line of its work show that the volume of business for October increased 30.4 per cent over the month of August, and 51.1 per cent over the month of September.

# Lectures on Lumber at Milwaukee

The university of Wisconsin, through its extension division, will shortly begin an evening lecture course on lumber and its uses, in order to give the makers or users of wood a greater knowledge of the structure of the material with which they deal. The plan has won the instant approval of the Lumber Dealers' Association, the Milwaukee Chapter of the American Institute of Architects, and the Mill Workers' Association, and a number of their members, nearly all of them heads of firms, will attend the classes. work, however, is not intended only for builders and manufacturers, but is adapted to meet the needs of draftsmen, painters, furniture and cabinet makers, and men of other industries which deal in wood.

The course consists of ten lectures which will be given at the University Extension building, Milwaukee. Arthur Koehler, who is the expert on wood identification in the United States Forest Products Laboratory, has been named by the university to conduct the course. The course, however, is not at all technical and to make Mr. Koehler's talk still more clear and understandable most of the lectures will be illustrated with stereopticon views.

These pictures consist largely of micro-photographs of woods which are in every-day use.

The lectures really begin in the Wisconsin forests. Over 2,000 feet of moving picture film have been secured by the university and by means of the camera the student will see how timber is logged, partake of the excitement of the annual spring drive, see life as it is in a lumber camp, and then will visit the big sawmills and see how logs are cut for the market.

#### Southern Pine Sales Increase

The Southern Pine Association's report for the week ending November 15 shows that the average orders per mile for the week totalled 795,880 feet: average shipments per mill, 710,793; average production, 586,086 feet. It is thus shown that orders and shipments are in excess of production, the latter 35.8 per cent, the former 21.28 per cent.

# Clarence Boyle, Inc., Chicago

WHOLESALE LUMBER

Always in the market for OAK, GUM and POPLAR



# MERRITT MFG. CO.

LOCKPORT

N. Y., U. S. A.

# The "MERIT" Veneer Lathe

is one of a very high grade line of veneer lathes, clippers, driers, knife grinders, crate head machinery, etc., and we shall be very pleased to forward our catalog "B" together with quotations to anyone giving us their requirements.

# FOR SALE

One Million Feet One Year Dry

1" Plain and Quartered Red and White

BAND SAWN, cut from large Louisiana timber-60% and better 14' and 16'

Exceptionally High Grade

Aberdeen Lumber Company Pittsburgh, Pa.

# For the Eastern Trade ===

In these days of rush shipments service means much, We can ship any of the follower terms from our Buffalo yards 3 or 4 days after receipt of order:

Brown and White Ash, Basswood, Beech, Birch, Cherry, Chestnut, Gum, Hard and Soft Maple, Plain and Quartered Red and White Oak and Poplar.

I withor descriptions soon I really interest eastern layers

The Atlantic Lumber Co. 70 Kilby St., Boston, Mass.



We are Manufacturing 50,000 Balsam and Hemlock Lath Daily

Now have five to ten cars in shipping condition

# **Dimension Hardwoods**

Cut to Your Order

Save Time Save Labor Save Waste

We solicit your inquiries for Chair Posts and Rockers band sawed to pattern, Table Legs, Table Tops, Seat Stock, or anything in special cut Chair or Furniture Dimension.

THE POWELL MYERS LUMBER CO.
South Bend, Indiana

#### East African Ironwood

The fromwood of British I.— Writer is tetanically known as older to be beforeign, and Is identical with the area wood growing in South African for its botanically known as older to folia. This is the wood that has been used in La t Africa for a section. This is the wood that has been used in La t Africa for a section who is makers and wagon builders for nearly transport which is wide for its great strength and durability. It is also used for real establishing, especially for the floors.

# Building Operations for October

Building operations for October is no decidedly the best showing for the year to date. Official reports a divided by the American Contractor, Chicago, from 75 with above the periods issued for the month to amount to \$62,0.8 777, as consequently for the two first security of the comparative reports that the following the comparative reports for months earlier in the year of the work as compared with 1914. The increase last month was society that it occurs to mark a full return to the normal amount of constructors work. The improvement is general throughout the country, 52 of the 7 builties showing gains. Among the cities making the more notable in a cess are the following, together with the percentage of their gains: Akron, 299; Albany, 195; Baltimore, 110; Boston, 100; Cincinnati, 115, Davion, 762; Harrisburg, 196; Kansas City, 183; Manchester, 198; Minneapolls, 120; Nashville, 120; Oklahoma, 2,027; Omaha, 128; St. Joseph, 146; Sioux City, 180; Spokane, 170; Springhold, Ill., 156; Toledo, 101; Washington, 230; Wichita, 412.

The influence of the splendid showing of the past three months has practically offset the reverse of the first seven months of the year, the total returns for ten months reaching \$566,823,188, as compared with \$574,316,049 for the corresponding months of 1914, a decrease of only one per cent. Following are the details:

one per cent, Following are	the details,		_	_
	0-4-1 1618	C. A. L 2014	Per	Cent
Akron	Ortober, Hila.	October, 1914.	Gain.	Loss.
ARTON	8 1 21 1747	\$ 304.815		
Albany	287 281	215,085	195 17	
Atlanta	629,138	289,093	110	
Birmingham	111 717	138 373	110	i
Birmingham Boston Buffalo Cedar Rapids	156(717 2 608 200	1,047,380	100	_
Buffalo	8501 0000	604,000	42	
Cedar Rapids	116 000	245 000	7.4	53
Chattanooga	4. 4		17	
Chicago	12 479,250 865,575	6.774,200	84	
Cincinnati	865.575	402 235	115	
Cincinnati Cleveland Columbus	3,097,501	6,774,200 402,235 2,265,685	37	
Columbus	390 685	649 220		40
Dailas	. 243,887	204,150	19	
Dayton Denver	302,225	36,203	762	
Denver	192, \$50	177,985 145,084	8	
Des Moines	221,701	145,084	63	
Detroit	z = 2.611,400	1,491,225	75	8
Duluth	217,240 66 770	236,625	* * *	8
East Orange	66 470	122,507		45
Evansville	250,800	99,850	***	23
Ft. Wayne	169,576	161,400 152,080	61 11	
		58,475	196	
Harrisburg	. 193,715	360,135	37	
Hartford		338,089	57	* *
Kansas City	589,777 1,512,015	533 790	183	* *
Lincoln	103,010	533,790 53,800	91	* *
Lincoln	31,969	3 144 7 4 7		78
Los Angeles	. 787,380	1,573,222		50
Louisville	2014,1144	$\frac{1,573,222}{336,730}$		10
Manchester Memphis Milwaukee	200 779	97,499 105,580	198	
Manchester Memphis	165 005	105,580	56	
Milwaukee	747,169 2 338,555	668,413	120	
Nachville	. 181,738	1,084,570	120	* *
Navarle	723,270	82,569 707,086	2017	
New Haven	280,120	231,315	21	
New Orleans	65, 550)	256.378		77
New York City	. 11,036,328	9,242,640 4,023,162	119	
Manhattan	3,070,466	4,023,162	178	24
Bronx	2,304,664	$\frac{1.292.080}{2.719.320}$	35	
Brooklyn	3,670,692 1,776,826	1,076,194	65	* *
Borough of Richmond	213,680	131,894	62	
Oklahoma City	424,925	19.975	2027	
Omaha	360,225	19,975 157,675	128	
Paterson	500, \$506	50,536	78	
Peoria	109,700	165,660	21	84
Philadelphia	2,980,665	2,466,910	21	
Pittsburgh	. 1,274,960	1,085,348 508,705	17	44
Fortland	. 351,030	508,705	48	31
Richmond	. 181,203	122,620	96	
Rochester	784,969 61,818	401,192 25,100	146	
St. Joseph	1,214,615	1,115,874	1	* *
St Paul	739,308	1,000,100		26
Salt Lake City	167,655	107,605	56	
San Antonio	1.110,350	83,000	33	
San Francisco	. 1,236,249	1,479,518		16
Schenectady	62,061	98,235		37
Scranton	121,740	300,835		59
Seattle	550,765	610,660		10
Shreveport	75,124	75,985	180	
Sloux City	137,950 95,235	52,950 $25,153$	52	
South Bend	162,023	60,050	170	
Springhold III	162 600	63,525	156	
Syrag 150	392,240	293,080	34	
Tacoma	392,240 70,265 \$15,552	46.563	51	
Toledo	\$15.552	404.937	101	
Topeka	55,759	50,855	10	
Troy	65,059	64,178	1	• •
Utica, N. Y.	283,880	279,925 407,411	230	• •
Wightto	41.440	8,100	412	
Wilkes-Barre	40.283	58,173	* * * *	81
Worcester	370,142	590,807		87
Manchester Memphis Milwaukee Minneapolis Nashville Newark New Orleans New Orleans New York City Manhattan Brooklyn Borough of Richmond Oklahoma City Omaha Paterson Portland Pittsburgh Portland Richmond Rochester St. Joseph St. Louis St. Paul Salt Lake City San Antonio Scattle Shrevport Sioux City South Brod Springheid, Ill Syracise Tacoma Toledo Topeka Troy Vushington Wichita Wilkes-Barre Worcester Worcester Total	0.000 (.66) = 0.00	844 007 000	40	-
Total	.\$62,938,777	\$44,227,293	42	* *

# The HUDDLESTON-MARSH LUMBER COMPANY desire to announce that the firm name has been changed to

# Huddleston-Marsh Mahogany Company

and that they are now

# Importing Mahogany Logs and manufacturing same into Lumber and Veneer

with manufacturing and wholesale offices at 33 West 42d Street. New York

and distributing yards and general offices at

2254-2266 Lumber Street, Chicago

where they will continue to carry their general line, including

# Fancy Woods, Veneers and Glued-Up Stock

Mills and Yards: Long Island City, New York

# Hardwood News Notes

# ====< MISCELLANEOUS >===

The Barnett & Cooper Heading Company has been organized at Leslie, Ark.

C. E. Jordan has been appointed receiver for the Findlay Casket Company, Findlay,  $\boldsymbol{O}_{\bullet}$ 

George E. Whitney has been appointed receiver for the Marysville Cabinet Company, Marysville, O.

An application for receiver has been filed by the Mechlin Lumber Company, Mt. Vernon, Ala.

The Wallenberger Furniture Manufacturing Company has been incorporated at Evansville, Ind.

The John Olsen Flooring Company with a capital of \$5,000 has been incorporated at Brooylyn, N. Y.

The capital stock of the High Point Mill Company, High Point, Wash., has been increased to \$275,000.

With a capital stock of \$15,000, the Witt Lumber Company has been incorporated at Knoxville, Tenn.

At Bay City, Mich., the Kelton-Aurant Furniture Company has been incorporated with \$50,000 capital.

The Straight Creek Lumber Company, Straight Creek, Ky., suffered a loss by fire approximating \$24,000.

The E. C. Bradley Lumber Company has been incorporated at Waynesville, N. C., with a capital of \$10,000.

J. S. Wolfert, J. H. Maassen and Edwin Booth have incorporated the Wolfert-Booth Lumber Company, Little Rock, Ark. The capitalization is \$5,000.

The Jones-Dugger Chair Company has succeeded the Faucett Manufacturing Company at Bloomfield, Ind.

The carriage factory of the Kelly Livery Company, Shreveport, La., is reported to have sustained a \$45,000 loss by fire.

The Blakely Hardwood Lumber Company is a recent incorporated concern at Nashville, Tenn., with a capital stock of \$20,000.

The American Furniture Manufacturing Company has been succeeded by the Graham County Lumber Company at Asheville, N. C.

The Arrow Lumber Company, which has been incorporated, has succeeded the W. S. Mercereau Lumber Company at Parkersburg, W. Va.

An increase in capital stock has been effected by the Grand Rapids Wood Finish Company, Grand Rapids, Mich., from \$30,000 to \$200,000.

The Fletemeyer Lumber & Manufacturing Company has been incorporated at Lafayette, Ind., with a capital stock of \$15,000 by Herman, George and Henry Fletemeyer.

With R. H. Faulconer, Hollis Rinehart and John A. Payne, Jr., as incorporators, the Faulconer Lumber Company has been formed at Charlottesville, Va. The capitalization is \$15,000.

At Detroit, Mich., the North American Hardwood Lumber Company has been incorporated with a capital stock of \$10.000, the incorporators being, Harry E., William A., and Lillian Rowland.

The J. F. Dietz Company has been organized at Cincinnati, O., to manufacture and deal in office furniture. Those interested are: Louis W. Froehlich, John F. Dietz, Jr., Wm. F. Duhlmeier, John F. Dietz and Herbert Dietz, and the capital is \$100,000.

# =< CHICAGO >=

W. M. Beebe, general sales manager and manager of the pine department of the Long-Bell Lumber Company, Kansas City, Mo., spent quite a few days in Chicago a week ago.

T. E. Jones, secretary and treasurer of the F. T. Dooley Lumber Company, Memphis, Tenn., was in Chicago last week on business.

S. B. Anderson, president of the Anderson-Tully Company, Memphis, Tenn., and C. B. Allen, manager of the veneer department of that company, were prominent southern visitors in the Chicago market a short time ago.

The Galloway-Pease Company, Poplar Bluff, Mo., has opened offices in 1510 Association building, 19 South LaSalle street, Chicago. The increasing call for the company's quartered St. Francis basin oak was responsible for the necessity for opening the new office.

HARDWOOD RECORD has received the following publications: the November official bulletin of the National Hardwood Lumber Association, which features the trade commission export inquiry, the November 15 report of actual sales of Hardwood lumber compiled by the Hardwood Manufacturers' Association of the United States, and the November number of Stearns Co-operative, published by the Stearns Salt & Lumber Company, Ludington, Mich.

Having st of the rigid test of time and been pronounced ideal,

# Perkins Vegetable Glue

now gains still further distinction by being pronounced by United States District Court "meritorious and valuable, and a distinct advance in the art."

The Perkins patents were sustained in a decision by the court.

The Perkins Glue Company is the only company that has made of vegetable glue a perfect product.

J. M. S. Building

# Competition Stimulates Quality

A buyer's market invariably results in quality competition in manufactured goods—for obvious reasons. Quality competition without added quality to back it is disastrous—requiring more rigid guarantee of goods it means that the man not able to improve his product here and there to approach perfection is merely betting with himself on whether he will or will not have to make good on stock which, to get the order, he guaranteed.

# Perkins Vegetable Veneer Glue

allows you to make any reasonable guarantee with impunity. It does away entirely with blistered work, and can be shipped to any climate without fear—thus vastly increasing the sales field.

# Perkins Vegetable Glue

is guaranteed to be uniform, requires no hot, obnoxious glue room, will not sour, costs 20 per cent less than hide glue.

Use Perkins Glue and make your guarantee safe for you

# PERKINS GLUE COMPANY SOUTH BEND, IND.

Originators and Patentees

William P. Anderson of the Gideon Anderson Lumber & Mercantile company St. L. urs. Mr., spent several days in Chicago last work.

Jin. clames to towen, who for the last century or two has been prominently connected with the lumber trade in Chicago and other territories, and who recently recovered from a long period of indisposition due to a serious accident, is his old self again, and then some. He looks better than he has for a long time. Mr. Cowen is going around among his friends in the trade, shaking hands and being congratulated on having so thoroughly recovered from his accident.

- F. J. Darke, sales manager of the J. S. Stearns Lumber Company, Odanah, Wis., spent Monday and Tuesday of last week in Chicago.
- J. H. Levisce of Ironwood, Mich., was a recent caller in Chicago among his numerous friends. He is sales manager for the Scott & Howe Lumber Company.
- T. R. Williams, representing Ichabod T. Williams & Sons of New York, large dealers in hardwood lumber, spent a portion of last week calling upon the trade in Chicago. He notes an improvement in trade conditions affecting his business.
- W. I. Barr of Greenfield, Ohio, was a business visitor in Chicago several days last week. He carries on a large wholesale business in hardwood lumber, and has a mill at New Vienna, Ohio, and another at Louise, Miss.
- C. H. Thompson of Lewis Thompson & Co., Philadelphia, was in Chicago last week in the interest of his company which carries on a large business in mahogany and other hardwoods. The improvement in the trade outlet his like in a und quite general in his like.

According to the conclusions reached by Frank B. Pryor of Columbus, Ohio, the supply of quartered white oak and plain red oak is much scarcer than formerly, and prices show corresponding strength. Mr. Pryor is general sales manager for the W. M. Ritter Lumber Company of Columbus, and was a recent visitor in Chicago.

The Olson Picture Frame Company has been incorporated at Chicago with a small of \$2,500

# — ≺ NEW YORK **>**=

- The Huddlesten Marsh Malestany Computy to ports a satisfactory volume of business at the new manufacturing and wholesale branch, this city. It recently moved a large shipment of mahogany for export and is now working on another. Mahogany right now is showing renewed activity.
- J. B. Mitchell, manufacturers' agent handling hardwoods and pine, has moved to new offices in the Grand Central Terminal.

- Γ A. Kirby of the Cherry River Boom & Lumber Company was a recent visitor in New York. Mr. Kirby reports a much better demand for hardwoods and cypress and looks forward to steady improvement in the general lumber market.
- T. Mart Brown of the W. P. Brown & Sons Lumber Company, Louisville, was in New York and other eastern cities on business during the fortnight. Sam E. Barr, local hardwood flooring specialist, is on a trip South in the interest of business.
- F. J. Cronin, representing the Meadow River Lumber Company, Rainelle, W. Va., was another hardwood visitor in New York last week. Mr. Cronin was accompanied by John Raine of the company. Some good business in oak for the government has helped the Meadow River company and general trade in its lines is showing great activity. The company is about ready to open another stretch of railroad into new timber.
- W. D. Magovern, whose name is synonymous with hardwood flooring—at least in New York—reports a very active market for that material with advancing prices which are due to go higher this winter.

# =**≺** BUFFALO **>**=

Albert A. Engle, who was actively engaged in lumber operations in Tennessee and formerly in Pennsylvania, died at his home in this city November 15. His death was caused by apoplexy. He did a large amount of lumbering at Harriman, New River and Erwin, Tenn., and was at the head of the Engle Lumber Company and the Erwin Lumber Company. He was a prominent member of the Masonic fraternity. A wife and three children survive.

The Beekman Sash, Door & Woodworking Company, of Bath, N. Y., with office in New York City, filed a voluntary petition in bankruptcy here November 18. Liabilities are \$22,190.58 and assets, \$19,710.66. Gabriel H. Parkhurst of Bath, was named receiver under \$10,000 bond. The company was long-established and did a large interior trim business.

Angus Ethelbert McLean, son of Angus McLean of Bathurst, New Brunswick, was married at the Lafayette Presbyterian Church on November 17 to Miss Gladys E. Bean, daughter of Mr. and Mrs. B. H. Bean. After an extended wedding trip Mr. and Mrs. McLean will make their home at Bathurst, where Mr. McLean is associated with the Bathurst Lumber Company.

The Yeager Lumber Company reports the hardwood trade as on the gain. Trade is not very brisk as yet, but a better feeling and a better demand (xist.



The taking care of our product after manufacture under 100% perfect warehouse conditions. It gets to you right.

# Importers and Manufacturers

# Mahogany and Cabinet Woods—Sawed and Sliced

Quartered INDIANA White Oak, Red Oak, Figured Red Gum, American Walnut, Etc.

Rotary Cut Stock in Poplar and Gum for Cross Banding, Back Panels, Drawer Bottoms and Panels

# The Evansville Veneer Company

EVANSVILLE, INDIANA

The Standard Hardwood Lumber Company reports trade as about the same as a month ago, with most demand in oak and chestnut, although there is a fair demand also for maple.

The McLean Mahogany & Cedar Company states that the furniture trade over the country is showing a good improvement. Mahogany is in somewhat better demand than for several months.

Horace F. Taylor of Taylor & Crate has been spending some time this month at the firm's operations in Marigold, Miss. The local yard has had in a good supply of lake hardwoods in the last few weeks.

Frank T. Sullivan is making a specialty of birch and maple and is doing considerable in gum from the Lamb-Fish Lumber Company of Charleston, Miss., which he represents in this state.

C. Elias & Bro. have about completed their lake lumber season. A large cargo of hemlock was recently received on the steamer Charles Horne and the yard now has a good assortment of this wood.

T. Sullivan & Co. recently had a large stock of fir on the Cherokee and the Zillah and also have a cargo of brown ash on the Bradley. Hardwood demand shows steady improvement.

# **---≺** PHILADELPHIA **>**--

Local lumbermen are expecting a great increase in lumber purchases from the Philadelphia Navy Yard. This is due to the announcement made in Washington, November 16, that the local yard was the lowest bidder for the construction of two super-dreadnoughts authorized by the last session of Congress. It is regarded as a certainty that at least one of the dreadnoughts will be built here.

W. H. Smedley of the Smedley Brothers Company, has been nominated for director of the Union League. The election is held early in December and Mr. Smedley will be loyally supported by lumbermen.

The Gill Lumber Company has moved into a handsome suite of offices in the Finance building.

The Carter Lumber Company, 1641 Land Title building, is a new wholesale firm in the local field. Walter H. Dance, Charles F. Oakley and George L. Townsend, Jr., comprise the firm, which is capitalized at \$50,000. Mr. Dance and Mr. Oakley were formerly associated with the late William R. Gardy.

# =⊀ PITTSBURGH >=

J. N. Woollett, president of the Aberdeen Lumber Company, says that business is not yet up to normal but it is heading that way right along. He believes that by January 1 there will be a good business in all lines of hardwood.

A. B. Breitwieser of C. E. Breitwieser & Co. is very hopeful on the hardwood situation. Inquiries and prospects are very much better than for a long time. Frank Smith of this company is spending the week in West Virginia among the hardwood plants.

M. I. McCreight of Dubois, Pa., is once more trying to interest the Pennsylvania legislature in the purchase of the well-known Cook tract of timber for the use of the Wild Life League of Pennsylvania. This is the last big tract of virgin timber in Pennsylvania and it is likely that some disposition of it will be made in the near future.

The Kendall Lumber Company, according to Sales Manager Young, finds a very much stiffer inquiry for hardwoods. It has advanced prices on some grades \$2.00 per M and is able to get the new figure without much trouble.

The Allegheny Lumber Company says that there is no special gain in business in some lines while others show quite an increase. The general tendency, however, is much better and by the first of the year officials believe that business will be going ahead on an old-time prosperity basis.

The Johnston-Davies Lumber Company is handling quite a lot of hardwood for mining and contracting purposes. It is not at present running its mill but may start after the first of the year.

The Joseph W. Cottrell Lumber Company is making good headway with sales of its fine stocks of hardwood from its Virginia plant.

The Frampton-Foster Lumber Company has had an excellent year in the sales of oak and other hardwoods for railroad purposes and for contracting establishments. It is at present having good shipments but notices some trouble on account of the car shortage.

# =**≺** BOSTON **>**=

Frank Huckins, senior member and treasurer of the P. S. Huckins Company, Boston, died November 6 at his home in Brookline, funeral services having been held from his late residence on Monday. Mr. Huckins was a past commander of the Ancient and Honorable Artillery Company of Boston, an active member of the Massachusetts Wholesale Lumber Association and a member of many social and fraternal organizations. He is the third generation to direct the widely known and highly regarded firm which bears his name. His son, Frank P. Huckins, has assumed management, planning to carry on the business with the sound principles that have always been associated with it.

The J. H. Bryant Lumber Company of Everett, Mass., has been petitioned into bankruptcy at the instance of three Boston lumber firms.

Kingsbury-VanWart, Inc., have organized a corporation at Springfield, Mass., with capital of \$50,000 to manufacture organs for private residences, Geo. O. Kingsbury being the president and treasurer.

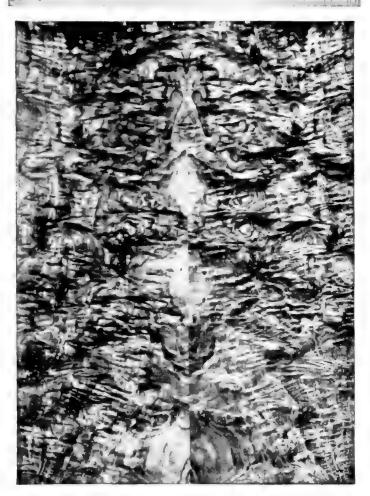


BALTIMORE MARYLAND



American Walnut,
Mahogany, Qtd. Oak,

© Cabinet Veneers of All Kinds



Size 54x72

# Made in St. Louis

Photograph of American Walnut Rotary Cut Panel produced in our Veneer Plant. We also manufacture built-up stock of every description used in furniture and fixtures in any thickness, consisting of nicely figured Quartered Gum and Oak, Mahogany, Plain Oak, Yellow Pine, Red Gum, Birch, Ash, Elm, Sycamore, Soft Maple, Plain Gum and Cottonwood.

For particulars, please write

# St. Louis Basket & Box Company

143 Arsenal Street

ST. LOUIS, MO.

Added to the confert of the former at Gardner, Mass, is the flower formed for of Rich Const Company recently incorporated for \$20,000 in that care

# → ≺ BALTIMORE >=

The R. H. Wood I be borton, the has felt encouraged by the improvement in the tende to remove the notion of the mild at Harbart, fifteen may with four looks and the second for the second for the looks and the well-and for the look and the four data to left hardwoods be coming in quite freely, and the well-and to the look and the formal trip to the man at left and the company, has just returned from a trip to the man at left and the company, has just returned from a trip to the man at left and the company has just returned from a trip to the man at left and the company has just returned from a trip to the man at left and the company has just returned from a trip to the man at left and the company has just returned from a trip to the man at left and the company has just returned from a trip to the man at left and the company has just returned from a trip to the man at left and the company has just returned from a trip to the man at left and the company has just returned from a trip to the man at left and the company has just returned from a trip to the man at left and the

Mann & Parker, In , report to their cosmood in October ran ahead of any previous month and to they expect November to make a still further grain. Mr. Suyder, of the limits on a trip down South taking up stocks to meet the augmented requirements.

Sinced P. Ryand Jr. of C. R. and A. Brooks Lumber Company, which started a hardwood department to the conter, expresses himself more than catisfied with the result after do to this department, and is especially gratified with the decomposite of the last few works. He states that the demand for hardwood as on the increase and that prices are responding.

The Boice Sales Company of Richmond, Va., has been chartered with a capital stock of \$200,000, C. Riche is president and F. W. Morchead secretary treasurer.

James G. Campbell, president of Wm. Whitmer & Sons. Philadelphia, has been all for some weeks, and has been obliged to take a vacation. He is taking a reat dewn at Astovice. Refer t Whitmer, his immediate successor, who was obliged to retire on account of ill health, is alowly improving, it is reported at the office of the company here.

Preparations are under way here for the annual meeting of the Baltimore Lumber Exchange, which will take place on the evening of December 6. George E. Waters of George E. Waters & Co., chairman of the committee on arrangements, has been to New York to secure some attractions for the entertainment following the banquet, and something out of the ordinary in this line is looked for. The regular ticket to be voted for will be out in a few days, the nominating committee being at work on it.

Gustave A. Farber, representative in London of Russe & Burgess, Inc., of Memphis, is mourning the loss of a brother, Henry J. Farber, who died November 11 at his home here. He had been in ill health for several years.

Much regret is expressed here over the demise of James A. Wilkinson, at Pulaski, Va. Mr. Wilkinson was one of the leading members of the National Lumber Exporters' Association in his day, and took a prominent part in the work of that organization, being one of the committee which went to England to discuss trade conditions with the brokers and buyers here. He was also identified with the American Wagon Oak Plank Exporters' Association, which he helped to found, and aided actively in advancing the interests of the American shippers.

Thomas E. Coale of the Thos. E. Coale Lumber Company, Philadelphia, and V. L. Stone of the Chickasaw Lumber Company, Demopolis, Ala., were among the recent visitors in Baltimore. Both reported an improvement in business.

Thomas Hughes, formerly engaged in the wholesale and export hard-wood business, has connected himself with Oliver Reeder & Son, ship builders on the Key Highway.

# ==-< CINCINNATI ≻=

The Hyde Park Lumber Company recently announced plans for some extensive improvements to its aiready large plant in the hilltop suburb. It is estimated that an outlay of nearly \$10,000 will be necessary to meet the expense of the additions. The warehouse will be enlarged fifty by eighty feet, the office building thirty by sixty feet.

The recent incorporation of the Standard Wagon and Auto Company, at Cleveland, by A. B. Beckman, A. R. Dow, S. M. Dow, F. W. Langin, I. F. Gordon and B. H. Beckman was of interest to the Cincinnati lumbermen, especially those directly concerned with supplying local carriage concerns and wheel, spokes, shafts and rims factories with lumber. The new company incorporated for \$10,000.

The decreasing demand for carriage woodwork, owing to the everincreasing popularity of the automobile and its consequent drop in price, was given as the reason for the suit for dissolution recently filed by the Conant Carriage Woodwork Company of Cincinnati. The company was capitalized at \$20,000.

J. V. Stimson & Co., Owensboro, Ky., have filed complaint with the Interstate Commerce Commission, regarding rates on lumber from their city to eastern markets. They allege that Owensboro being forty-two miles nearer to New York, Brooklyn and Philadelphia lumber centers than Evansville, Ind., it constitutes a gross discrimination when rates are higher to those points from Owensboro than the Indiana city.

The Muncie Wheel Company, at Muncle, Ind., recently filed with the Indiana secretary of state certificate showing redemption of \$80,700 of the preferred stock.

The Richwood plant of the Cherry River Boom and Lumber Company, Clarksburg, W. Va., recently increased the wages of all employes of the

concern ten per cent. This action was purely a voluntary one on the part of the company, which is one of the largest in that state.

A complaint recently was filed with the Interstate Commerce Commission against the Illinois Central, Baltimore & Ohio, Southwestern, Chicago, Memphis & Gulf, Southern Railway and the Pennsylvania Terminal Company, by the New Albany (Indiana) Box and Basket Company. The concern asserts that a rate of from 2 to 6 cents more on logs has been charged from points in Tennessee, Kentucky and Alabama to New Albany than to Louisville. The company declares that by reason of this overcharge it has suffered a loss of \$5,000.

Figures from the secretary of state show a great increase in the number of new incorporations and changes in capital stock. The increase in October compared favorably with former boom times. In Cincinnati fifteen new companies started in business with \$252,000 capital, increases in stock amounted to \$662,500, reductions \$173,000, leaving a net gain of \$741,500. Lumber interests comprise a fair proportion of the total.

Fire last week destroyed the storage warehouse of the March Furniture Company, Lexington, Ky., entailing a loss of \$22,000. It is said that the insurance will hardly cover a third of the loss.

A rate of 7.5 cents on lumber between Union City and Rockford, O., was recently upheld by the Interstate Commerce Commission, which held that it was not an unreasonable rate when shipped by an interstate route.

William Lageman, treasurer of the Henry Schmidt Furniture Company, furniture manufacturers of Cincinnati, committed suicide at his home by shooting himself in the right temple. He died at the city hospital within an hour after firing the shot. He was sixty-seven years of age.

Local paper manufacturers and lumbermen dealing in wood pulp for paper were greatly interested in a recent report by the Department of Agriculture. It is in the nature of a ray of hope for those industries using white paper which is steadily soaring in price. The department asserts that zacaton grass may be substituted for wood pulp in paper manufacture. This grass abounds in California, Texas and on down south to the Argentine Republic. The top of this grass, which formerly has been regarded only as refuse, it is said, constitutes a fair substitute for the reduced poplar wood at far less expense than is entailed in reducing the poplar. It answers the purpose quite well, but in the bleaching process, considerably more powder is required than with poplar stock.

# =≺ COLUMBUS >=

R. W. Horton of the W. M. Ritter Lumber Company reports an increasing demand for hardwood stocks in central Ohio territory. Trade with dealers is by far the best feature at this time, although some buying is done by manufacturers, especially those making furniture and vehicles. Box factories are also buying better. Retailers' stocks are gradually being increased as there is a more optimistic feeling in lumber circles. The pleasant fall has stimulated building operations to a large degree. The tone of the market is good and future prospects are brighter.

Extensive improvements and additions to its plant are planned by the Steele Bros. Hardwood Lumber Company of Cuyahoga Falls, O., following its recent increase in capital stock from \$10,000 to \$40,000. The first innovation will be a main building, on a plot 60x160 feet of brick and steel construction, ground for which already has been broken. New equipment will include two 20-horsepower boilers, and two engines of 100 and 50 horsepower, respectively.

At Garrettsville, O., Murwin & Horton have been succeeded by H. B. Murwin.

At Wellington, O., the Wellington Lumber Company has been succeeded by the J. A. Moog Lumber Company.

Authority to accept 33½ cents on the dollar on the claim against William F. Galle & Co., Cincinnati, is granted by common pleas court entry to E. A. Deem, as receiver for the Edwards Lumber Company of Dayton. The application stated that the Cincinnati company, owing the Dayton concern \$961.70 on notes, recently went into receivership and was unable to pay the dividend stated.

# **===≺** TOLEDO **>**=

Toledo's building operations have at last passed the \$7,000,000 mark. The total permits issued up to November 13 amounted to \$7,069,976. Those issued in the same period of time a year ago amounted to \$5,733,-317, the gain for the year amounting to \$1,336,659.

The Gotshall Manufacturing Company reports business excellent in all lines. L. D. Gotshall is authority for the statement that the new Toledo mill is well under way and it is expected to keep not only the Toledo mill active but the Elmira and Archbold mills as well.

The Booth Column Company is operating at full time and about half capacity. The season of the year is naturally a slow time for this line, but the management expects a good business early in the spring. It is not expected to close the factory this season for inventory.

The Skinner Bending Company states that there is a much better tone to business. It is still very busy with auto wheel rims and the wagon trade is sending out a much better call than for some time past. The factory is operating full time and at full capacity.

# =**<** INDIANAPOLIS **>**=

Samuel E. Stout, president of the Indiana Veneer and Panel Company of New Albany, Ind., last week announced that the company has closed a deal for a new factory to cost about \$40,000. The plant of

# Low Prices <sub>Versus</sub> Cutting Value

You, Mr. Buyer, Know the Verdict

Our Stock Proves Its Worth by Its Cutting Value

See our list of dry lumber in "Hardwoods For Sale" Department, pages 52-53, and ask us for prices.

Liberty Hardwood Lumber Co.

MAKERS OF GOOD LUMBER
Big Creek, Tex.



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# Kentucky Oak

# Satisfied Artisans

meaning

# Money Saved

TS growing conditions ENFORCE an unvarying uniformity of clar and grain. It texture has a silky softness that delights and correct voir workers

TS beautiful, clean boles make ; suble unusual widths and lengths in which we specialize.

The pollowing values.

# All Kentucky Stock Should Attract You

4 cars 8 4 Log Ron Hard

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2 cars 8 4 No 1 clommon &
Better Hard May:
3 cars 6 4 Log Rin Hee h
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15 cars 4 4 No 2 clommon
Plain Bed Oak
8 cars 4 4 No 2 Common
Plain White Oak
50 cars 4 4 No 1 Clommon
Plain Red Oak

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Petter Poplar

# E. R. SPOTSWOOD AND SON MANUFACTURERS

LEXINGTON, KENTUCKY

J. K. WILLIAMS

A. T. WILLIAMS

# Williams Lumber Co.

(MANUFACTURERS)

# WHOLESALE **HARDWOOD** LUMBER

Band Mill Planing Mill Dry Kiln Fayetteville, Tenn.

> We manufacture PLAIN and OUAR-TERED OAK, ASH, CHESTNUT and other HARDWOODS

Our Specialty is Quartered White Oak

We Manufacture Dimension Stock-Hickory a Specialty

the company at the contribution of the second was 100 men and has been work-be at a party of the second second demanded an increase in manu-Kee he & Barellor of the of ng plant of Columbus Ind. have distantial (to a least visit v the form to Washington, to release reconstituterland. I'm and the received a large entract to the to Note to Pareproofing Com-Larve Leader Communication not be to questy during the The transfer of the second 10 0 2 led w s incorporated spinose 4 o depoters are Fred Kr. A. C. Ce. C. L. L. I. W. W. Protection of the state o of the coulded did last week at that protect the state having

∠ EVANSVILLE >

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A chamber of contract a harmonic removed here with a membership of 1.300 It will about in the first the commercial organizations of the city. A temperature, which is a first of with Walter E. Blount of the Bount Plow Company as president. Practically all the big lumber concerns in the city favo taken the morships. One of the first things to be done by the now eranization the could a bridge neroes the Ohio river at this place that will be used for both traction cars and vehicles.

J. V. Stimson, the well known hardwood lumber manufacturer at Huntingburg, Ind., recently purchased a large walnut tree near the dividing line of Pike and Dubots on hits that we sewed into lumber at his Huntingburg mill. He has been effered \$500 per thousand feet for it by a company desiring to use the lumber in the manufacture of plane cases. The lumber is the finest that has been cut in this part of the state for many years.

The large planing mill of Schultze-Waltman & Co, here, as well as all other planing mills in this section, has been operating on full time for several weeks and for no s is consing along all right

William P. Schmuhl, manager of the local branch of the Fullerton-Powell Hardwood Lumber Company, recently returned from a business trip. He found trade much improved and believes that the next year will see a large volume of trade pouring into this city.

Claude Maley of Maley & Wertz says he believes that some of the prosperity that we have been hearing so much about is now here and he looks for better times from now on. He says everything points to a big improvement in trade.

J. C. Greer of the J. C. Greer Lumber Company says the company's large stave mills in Tennessee and Mississippi are operated on full time. The demand for staves is picking up right along now and in his estimation the backbone of hard times has been broken.

The Imperial Desk Company is being operated on a schedule of twelve hours a day in the hope of getting rid of the large number of domestic and foreign orders that have been pouring in for some time. The company has recently received large orders for desks from England, Holland, South Africa and Australia.

The river sawmilis here that get most of their logs from the Green river country in western Kentucky, have contracted for few if any logs for the ensuing year and as a result many of the towboats and tugboats used in bringing logs here from the mouth of Green river are idle.

The planing mill of the International Iron and Steel Company, destroyed by fire several days ago at a loss of about \$50,000, is to be rebuilt at once,

Nearly 100,000 orders have been closed by the Connersville Furniture Company at Connersville, Ind., within the past few weeks, and the company reports a bright business outlook. The plant has been operated full time for several months.

The Knox County Lumber Company at Vincennes, Ind., one of the largest lumber concerns in the southern part of the state, has purchased an acre of ground near Bruceville, Ind., and will open a branch establishment there. John L. Klemeyer, president of the Vincennes Board of Trade, is president of the concern.

Louis Siebert, Sr., aged eighty-six years, one of the organizers of the Tell City Desk Company at Tell City, Ind., died a few days ago at his home in Tell City after a short illness. He was a native of Germany, but came to the United States when a young man. He was a soldier in the Union army during the Civil war. Besides his widow Mr. Siebert is survived by several children.

The steamer Patton of the Pitten Tully Transportation Company, which Is closely allied with the Anderson-Tully Company, has been sold to a steamhout company at isospico, Many and will heave for that point in a few days. The Patton Tully Tran-portation Company is officered in part by the same men as the Anderson-Tully Company and the former has heretofore looked after the handling of all lumber cargoes and other freight of the latter on the Mississippi and its tribuatries, including Wolf river. It is understood that the Patton-Tully Transportation Company will also dispose of a number of its barges.

The Chickasaw Cooperage Company reports that its plant at Gretna, La., which has been in only partial operation since the recent storm which visited New Orleans and other coast towns, will be ready to run at full capacity in a very short time. It has been necessary, owing to damage done by the storm, to make numerous repairs. The Chickasaw Cooperage Company at Memphis is running its big factory at Binghamton, just outside the city limits, on full schedule.

Perhaps there is no branch of the lumber industry which is more active at the moment than box manufacture. One of the big firms here engaged in this line has enough contracts on its books to keep it busy for several months, and it is also receiving a large current demand for egg cases and various other containers. It is estimated that its shipments for November will probably reach, if not exceed, 400 cars. If these figures are realized, the month will go down as a red letter one in the history of this particular firm. In addition to the large demand for box shooks, there is also an excellent call for veneers and the latter are moving in considerable volume, not only in rotary but also in three-ply or built-up stock. The box manufacturers have enjoyed an unusually good business since the war in Europe broke out and there has been very little complaint on the score of volume. However, there has been some dissatis-faction over the small margin of profit. Even the latter, however, has shown some tendency toward improvement recently. This is particularly noticeable in the case of current orders. This, of course, does not help on business which was booked some time ago and which is now being filled as per contract, but it is a quite welcome change to the makers of boxes. All of the box plants are running on full time and more than one in the Memphis territory is working on double time.

Among the more prominent visitors to Memphis is John M. Woods of East Cambridge, Mass. Mr. Woods has for a number of years been a conspicuous figure in the hardwood world and, within the past few years he has identified himself with the hardwood trade at Memphis through the opening of a branch which is conducted under the name John M. Woods Lumber Company. Mr. Woods came to Memphis to look after his interests and apparently is enjoying his visit very much. He was an honored guest at the last meeting of the Lumbermen's Club, as will be seen from the report of the meeting of that organization which is given

elsewhere in this issue of HARDWOOD RECORD.

It is reported that the Illinois Central will shortly begin the erection of a large plant for the building of cars at McComb City, Miss. There is already a big car repair plant at McComb City, and, if the addition suggested is made, it will add greatly to the importance of that point as a railroad center. In fact, it is intimated that, if these plans go through, a number of officials of the southern lines of the Illinois Central will make their headquarters at that point.

The Hale County Lumber Company at Melton, Ala., has been reorganized and has made arrangements to resume operations at once. R. K. Dent, Sr., and R. K. Dent, Jr., are the principal owners of the reorganized firm. The former will have charge of the plant at Akron, Ala., while the latter will look after the operations of the Hale County Lumber Company.

Usher Bros. Lumber & Manufacturing Company has completed the rebuilding of its planing mill and dry kiln recently destroyed by fire at Meridian, Miss., and has resumed operations on full time.

Lumber interests here are very much pleased with the announcement from Washington that immediate steps will be taken by the proper authorities to keep the channel open next to the harbor at Memphis. This has practically been closed within the past few weeks by the deposit of an enormous amount of sand and mud. Business organizations here are doing everything they can to bring sufficient pressure to bear to secure permanent relief from this condition, which threatens to leave the levee at Memphis a considerable distance from the main current of the Mississippi. The matter is now under consideration with the Mississippi River Commission and will also be taken up with the principal authorities in Washington. The present plan appears to be to cut away the mud and sand at the upper end of this deposit so that the channel next to the levee will be available for the use of boats which arrive and depart from the local harbor. Memphis business interests are very jealous of the Mississippi and its facilities for handling freight and there will be no let-up in the present activity looking to relief until the latter has been fully realized. This subject is perhaps receiving all the more attention at the moment because there is a rather general movement at all points along the Mississippi river looking to more adequate terminal facilities. The Lumbermen's Club of Memphis and other business organizations have committed themselves in favor of the latter and something tangible is regarded as practically certain as a result of this movement.

# =≺ NASHVILLE **>**:

The Nashville Lumbermen's Club is to have new headquarters next week. After a campaign of ten days the Commercial Club has raised \$50,000, which will be used to acquire a handsome new home on Fourth avenue. The Lumbermen's Club is one of the allied bodies of the Commercial Club, and will have quarters in the new building, which will be one of the finest club houses in the South. Hamilton Love and A. B. Ransom, former presidents of the Lumbermen's Club, were active in the campaign. The new building will shelter a permanent exhibit of the Nashville Manufacturers' Association, and will house several other commercial bodies

The Chicago Mill & Lumber Company has been incorporated under the

# ARCHER Lumber Co.

INCORPORATED

Capital Stock \$250,000.00

# HARDWOOL LUMBER

Our Specialties: Plain and Quarter-Sawed Red and White Oak Plain and Otd. Red Gum

Helena, Arkansas



The above, which is an actual photograph, will give you an idea of the quality of our ST. FRANCIS

# **Basin Red Gum**

We offer for immediate shipment in thoroughly dry stock:

3 4/4 1s & 2s Sap. 5 5/4 1s & 2s Sap. 2 6/4 1s & 2s Sap. 10 4/4 1s & 2s Red.

10 4/4 No. 1 Com. Red. 3 5/4 No. 1 Com. Red. 2 5/4 1s & 2s Red. 2 6/4 No. 1 Com. Red.

Miller Lumber MARIANNA, ARK.

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A for its business here

control which is on of the large bus

aliding erroted by John B. Ransom

ve hveb, Chattanooga & St. Louis

to handle a large walnut business This compaty now reports the

Specializing in Heavy Ash, Oak, Hickory and Thin Oak and Gum

# E. Sondheimer Co. MEMPHIS. TENNESSEE

WHOLESALEManufacturers and Exporters

Day Orders Loaded Same Received



# Quartered White Oak

15 M it 6 4 No. 1 16 M it. 8 4 No. 1 150 M ft. 4/4 No. 1 12 M ft. 5/4 No. 1 This state that 15% or more 10% up and to or mere 14 and 16 ft It Is Very Desirable - Send Us Your Inquiries

DON'T FORGET WE ARE SPICILISTS IN

AND HAVE A GOOD STEPLY OF

Ouartered Red Gum, Plain Red Gum, Sap Gum 4.4 TO 8 4 THICK

> Bellgrade Lumber Company Memphis, Tenn.

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fory ding in Notice during the area the most active for a long Permits are used to \$15 and or a little more than for the two Building in Nathy of during the

proding month The complaint of the Nachy of a cormer's Club against Louisville & Nashville and offer the confirmed course reshipping or transit lumber privileges on lun or it Nash is as argued before Interstate Com-moree Connectsion is only to a counts insist that Nashville in one of the large hards of neighbor and contilled to the privileges granted

to office policies The Acme Chair Mobifactions Company, Greenville, Tenn, has been Incorporated by H. C. Kepek, W. H. Armitage and others, The Johnson City of enn. Lumber & Manufacturing Company has

Increased its capital at ak from \$25,000 to \$40,000,

# ===< LOUISVILLE >=

Lumber manufacturers are keenly interested in the announcement of the details of the proposed worknous compensation act which will be submitted to the legislature in January by a commission which has been working on the proposition for several months. A law of this kind was enacted in 1914, but owing to defects was declared invalid by the court of appeals, and the voluntary commission referred to has been endeavoring since then to draft a measure which would meet the requirements as laid down by the courts. The maximum indemnity, for death or permanent disability, is fixed at \$4,000, with a weekly indemnity for partial disability of from 85 to 812, depending on the average wage of the injured employe. The law will be administered by a commission of three. Insurance may be carried by the manufacturer in a stock or mutual company. No state insurance fund will be operated, this feature, though included in the old law, having been found unsatisfactory in a number of other states. Owing to the fact that all interests affected seem to be in favor of a compensation law, it is believed that the proposed bill will be adoped without much opposition.

A feature of the situation which suggests that an improvement in the price of plain oak ought to result shortly is the big advance in quotations on oil cooperage stock. This is a second grade of tight barrel material, and owing to the fact that many stave mills have been down, on account of the slow demand for cooperage for distilling purposes, the supply of oil stock has become small. In fact, it does not seem to be equal to the demand, and the result has been a big upward march of values. Some operators report that during the past sixty days prices have increased \$7.50 a thousand, and as the same sort of material, generally speaking, goes into oil stock as into No. 1 common plain oak, it is figured that the situation in the cooperage field ought to have a highly favorable effect

Improved business in the furniture field, which has been noted recently, is helping to move low grades, which have been dragging for a good many months. It has been comparatively easy to sell good lumber, but the fact that common grades have been in slow call, innsmuch as this character of stock constitutes the bulk of that in the hands of every manufacturer, has helped to create a depressed condition. Now that the furniture people are again fairly busy, with prospects of being much busier than they now are a little later on, common lumber is moving, and the entire hardwood situation is being livened up.

J. V. Stimson of Huntingburg, Ind., and Memphis, was in Louisville recently, and was the guest of the Louisville Hardwood Club. Mr. Stimson is a regular caller at the business meetings of the club, and like a good many other hardwood manufacturers, he knows that the sessions are always held on Tuesday evenings, so that he never overlocks an opportunity to drop in and exchange views regarding conditions. Mr. Stimson said that trade is much better, though the situation has not developed enough yet to influence prices materially. He believes that higher prices are coming, however.

Veneer and panel manufacturers report business considerably better. Trade in this direction has not been any too good for some time, so that this statement is the most encouraging that could be expected.

The Wood-Mosaic Company is one of the busiest concerns around the falls. Not only is it running its Highland Park and New Albany sawmills right along, but its flooring plant and veneer mill in New Albany are going full time. The company has big stocks of logs at both places, and is in line to push operations vigorously for months to come.

# ==∹ ARKANSAS **>**=

A meeting of the Arkansas Tight Barrel Stave and Heading Association was held in the Hotel Marion at Little Rock on November 12. Matters of importance were discussed, principal among which was that concerning means of securing more favorable transportation rates. Henry Wrape of the Wilson & Wrape Stave Company, Little Rock, and president of the association, stated that until recent years railroad rates were the least trouble

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which confronted the stave manufacturer, but that during the past few years the rates have gradually advanced, until now it is next to impossible for Arkansas manufacturers to compete with staye manufacturers in adjoining states. He suggested as the only remedy for this evil, which is doing more than all else to render unprofitable the stave and heading manufacturing business in Arkansas, a concerted action on the part of all the manufacturers to secure better rate's in this state. After a full discussion it was decided to hold another meeting at a near date in the future for the purpose of adopting some definite method of going about the matter of securing this consideration.

The Globe Cooperage Company, which was organized in Fort Smith, on November 11, filed articles of incorporation with the secretary of state on November 13, showing a capital stock of \$10,000.00, fully paid up, and the following officers and incorporators: Officers, Lewis Friedman, president; L. P. Mathews, vice-president; and John W. Howell, secretary and treasurer; incorporators, in addition to the above named, Leah Friedman and Regina Mathews. The new company has taken over the cooperage and stave plant formerly owned and operated by Mathews & Son.

The Ozark Cooperage & Lumber Company, which owns and operates mills at Truman and Augusta, Ark., will soon begin work on the erection of a new mill at Truman, which will cost in the neighborhood of \$125,000.00. F. S. Charlot of St. Louis, president of the company, is now in Truman looking after the final adoption of the plans for the new plant. The new mill is to be completed and ready for operation by April 1, 1916, and will have a daily capacity of 70,000 feet. This is considerably larger than either of the two plants now owned and operated by the company, the larger one of the two now in use having a daily capacity of 50,000 feet.

# **=<** MILWAUKEE **>**=

The Wisconsin Railroad Commission, on application of the Connor Lumber Company of Marshfield and Laona, has ordered a reduction of rates on flooring and shingles on the Laona & Northern railroad and the Soo Line, of from 10 to 8 cents per hundred within certain distances in northern Wisconsin. It also ordered the roads to reduce switching charges to \$1 per loaded car between the station of Snyders on the Laona & Northern road to the junction with the Chicago & Northwestern

The large sawmill of the J. S. Stearns Lumber Company at Odanah, Wis., has closed down for a time, while the plant is being overhauled in various departments.

Manitowoc, Wis., is to be one of the leading centers of manufacture for the American Seating Company, as the result of action taken by the company in closing down its plant at Buffalo, N. Y., and moving most of the equipment to the plant at Manitowoc. A large addition to the Manitowoc establishment was erected some time ago, so there is ample opportunity for handling the business formerly received at Buffalo. The new addition is 36x54 feet in dimensions, two stories high and furnishes 14,000 square feet of additional floor space.

The sale of more than 100,000,000 feet of timber on the Bad river reservation in Wisconsin will be held on December 16, according to an announcement from Ashland, Wis. Bids are now being received. It is said that forty per cent of the timber to be sold consists of hemlock, twenty-five per cent white and Norway pine and the remainder is basswood, birch, maple and other lines of hardwood. The timber must be removed prior to June 1, 1924. It is expected that the company now cutting timber on the reservation will secure the contract, as it is in the best position to hundle the work.

The chair factory of George Spratt & Co., Sheboygan, Wis., is operating eleven hours a day, in the effort to keep up with the rush of orders which it is receiving. During October the Spratt concern made the largest shipments of any month during its history. Most of the chair manufacturing concerns of Sheboygan are exceptionally busy.

An interesting experiment in wood paving is being worked out in Milwaukee by F. G. Simmons, public works commissioner. In a strip of paving, laid on the south end of the First avenue viaduct six months ago, the experiment was made of placing a narrow strip of lath between the rows of paving blocks to hold them slightly apart, the idea being to provide footholds for horses and overcome the objection sometimes made against creosote block paving that it is liable to be slippery, especially on grades. The blocks have been worn on the surface during the six months that they have been laid, but the ruts are not deep enough to make the street rough for travel and Commissioner Simmons believes that the pavement will not get in any worse condition than it is at the

An involuntary petition in bankruptcy was filed in the federal court in Milwaukee on November 19 against the Racine Stool Manufacturing Company, Racine, Wis., one of the largest concerns of its kind in this part of the country. The petitioning creditors and their claims, consisting entirely of promissory notes, include: Roddis Lumber & Veneer Company, Marshfield, Wis., \$715.06; Red River Lumber Company, Crawfordsville, Ind., \$233.60; Churchill-Milton Lumber Company, Louisville, Ky., \$218.99. James G. Bennett, connected with the Racine concern. has been appointed custodian by the court. The company's financial trouble started with an involuntary petition filed in Milwaukee recently against Owen W. Owen, an official of the stool company, who was alleged to have been responsible to the now defunct Commercial & Savings Bank of Racine for \$46,000 in promissory notes



Good Lumber Properly Handled

Brown & Hackney

Makers of

St. Francis Basin Hardwoods

SALES OFFICE: BANK OF COMMERCE & TRUST BUILDING MEMPHIS. TENN.

MILL AT MOUNDS, ARK.

# You Can See Logs Like These on Our Yard Any Day



STIMSON VENEER AND LUMBER COMPANY, INC.

P. O. Box 1015

Memphis, Tenn.

**MANUFACTURERS** 

Hardwood Lumber, Rotary Cut Veneers, Rotary Cut Gum Faces, Cross Banding and Cores.

# RIEL-KADEL LUMBER COMPANY

FOR IMMEDIATE SHIPMEN Control of the Control of the 

FOR IMPEDIATE SHIPMENT T1 4 FF 11 44 1 71 24 4" 22 000 ft ..... F A S. 2 200 ft ..... No. 1 Com.

New South Memphis, Tennessee

# The Hardwood Market

# \_\_\_\_\_ < CHICAGO >-

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The furniture and similar factories are very busy and are taking up more in the way of the usual run of hardwood lumber and veneers than they have for some time back. The yards are doing a good business both to the building trades and to the wagonload trade going into smaller factories. Onk is again establishing itself in good shape and in the northern woods birch is probably the leader. The flooring situation is in excellent shape and altogether the promise of continued prosperity, with lift of the probability so a made ring the purchases of

# -----≺ NEW YORK >----

The improvement in lumber buying in this market noted in the last thirty days seems to be general and every line is doing an amount of business equal to normal. The change has been very sudden and in not a few cases serious difficulty confronts the man who would put off buying when stock was being \*\* 7 dat prices out of all line with values. What was a short time ago the western as the fell wilds and new one of the artist, and wholesalers who were content to wait for better demand and fairer prices are now being rewarded. Prices are generally \$1 to \$3 higher than sixty days ago and more lumber is being moved now than when the market was low. Local yards and manuficturing plants are not fully supplied and in some cases are short of much needed material. The volume of consumption is evidently heavy enough to make for a prolonged period of traching, as available supplies do not appear adequate nor prices attractive for real stocking up purposes, The market has been visited recently by many men from mill points and the general tone of business reports is highly satisfactory. The greatest activity is in southern hardwoods, which seem to be more difficult to obtain than northern stocks. The whole list is showing an upward tendency in the range of values.

# =≺ BUFFALO **>**=

The hardwood trade is sustaining the improvement recorded some weeks ago, and there is now more general report of an increased amount of activity in various kinds of woodworking enterprises. These reports say that factories are running full time in the furniture trade, with a prospect of continuing on that basis for some time to come. Plants which have war orders of one kind and another are also very busy and require a large quantity of hardwoods. Prices have been holding firm, with some woods which are specialties bringing an unusually high figure.

Maple is showing much activity and is figuring to a large extent in the business of most of the yards. Thick stock in this wood and ash is being bought in fairly large quantities. Plain eak is about holding its own in volume of sales and is firm in price, particularly for the better grades. Quartered cak is selling a little better than a few weeks ago, Chestnut is about holding its own. Cypress is not so active as a month ago.

# ──≺ PHILADELPHIA ≻──

Hardwood trade in this city has continued to improve during the past fortnight. Business is better than it had been for a long time. Everybody wants to buy at once, and the chief question causing unrest just now is where to place orders safely. Plain and quartered red and white oak, chestnut in all grades, ash, basswood, birch, beech, gum and poplar are all active, and show distinct signs of tightening in price. Mahogany, Circassian walnut and all the fancy woods are selling freely and some

price advances are sented. What spines on bod demand in all grades at firm prices, this item being more active just now than at any other time since spring. Cypress lumber and shingles are selling well, and prices on certain grades are moving upward. Spruce continues high and firm, with further increases in price predicted. Hemlock is scarce and quotations are advancing. In fact the whole hardwood situation is doubled's policing and many a specificing a re-ord-breaking business to vt vear

# ───≺ PITTSBURGH ≻

There is a much better feeling prevailing among all the hardwood men in the city. The big prosperity which has come to the steel and coke interests is beginning to be felt in hardwood circles. By the first of the year it is anticipated that a mere normal movement in the buying of hardwood lumber will be seen. Prices are very firm. Some firms say that they have quoted up \$2.00 only on good hardwood and are able to get prices. Others contend that it will take a very short time until prices all along the line will be advanced in sympathy with the higher quotations for yellow pine. Manufacturing trade is increasing. Railronds are taking more lumber and some requisitions are being put out for 1916 as a feeler. Yard trade has been unusually good for the season in many towns the past few weeks on account of the fine weather.

# ====≺ BALTIMORE ≻=

Some change for the better has taken place in the hardwood trade, but the improvement is far less pronounced than in yellow pine. The demand for most of the hardwoods is still far from what it ought to be, In some sections of the country a fair inquiry prevails and the needs of the consumers have worked up to an encouraging point, but in others progress is only slight, and the buyers continue to hold back. In North Carolina and around York, Pa., for instance, furniture factories are rushed, and hardwoods have been taken up in very satisfactory volume, but in northern New York and Canada the activities that call for the use of hardwoods seem to lng, and buyers are relatively scarce. If consumers go into the market, they hold down to small proportions. In the hardwoods the change for the better has hardly gone beyond a stiffening of prices, a quotable advance being still a matter for the future. This is perhaps in large part due to the dependence of the hardwoods upon the export business, which continues to be in a state of demoralization. But the manufacturers of and dealers in hardwoods are not without encouragement, and confidently look forward to particlpation in the general revival that has taken place and appears to gain constant momentum. Stocks of hardwoods are undergoing some reduction and prices are gradually firming up.

The hardwood trade in Columbus and central Obio territory continues rather active in every department. The volume of business is increasing and lumbermen generally believe the worst of the depression is over. The best feature of the trade is the demand on the part of retailers. Dealers are stocking up to a limited degree, believing that the demand will be good during the winter season. Some buying is being done by factories engaged in making furniture and vehicles. The box trade is buying better than formerly.

Building operations are still fairly active and there is a considerable demand for finishing stocks. Indications for active building during the coming season are bright.

Prices are stronger in most items. This is especially true of plain oak where an advance of approximately one dollar per thousand has been made recently. Quartered oak is also stronger. There is a good demand for chestnut and the better grades are advancing. Poplar is one of the strong points and basswood and ash are in good demand. Other hardwoods are unchanged.

The car shortage is interfering with shipments to a limited extent. The shortage is rather severe on the Chesapeake & Ohio and some other southern roads. Mill stocks are larger than a month ago. Most of the orders placed at present are for immediate shipment.

# =≺ *BOSTON* **>**=

The usual fall improvement in business has continued with most of the dealers in this district. After the long period during which trade was almost at a standstill, the current activity is apparent to all and while its principal reaction on the market has so far been to eliminate all suggestion of further decreasing values, it is commonly agreed by the trade that the trend of prices is bound to be to a higher level. The condition of stocks at both the producing and consuming ends is well known; the amount on hand at the mills is greatly under normal as a result of slow shipments, while the dull business and weakening prices led most factories and yards to lower their stocks. This situation has prompted a considerable renewal of the efforts to sell by many of the mills, thus giving many purchasers who are buying for current requirements some advantages. The furniture factories generally report a good volume of orders on hand and indicate a readiness to take in stock. No changes in quotations definite enough to be noted have occurred the past two weeks in hardwoods for domestic uses, while during the same period the market on construction and building lumber has advanced with great rapidity in New England.

# **=<** CINCINNATI **>**=

Hardwood men in the Cincinnati district have been slow to accept as genuine the advance in the lumber business, but recently there has been more inclination on the part of the hardwood dealers and wholesalers to admit the general improvement. The rapidity with which the yellow pine market has been improving has had considerable influence on the local lumber market, while the enlarging demands of the consuming factories has done much for the revival of business.

Within the last two or three weeks large orders for new cars and general equipment have been placed by the leading railroads. Lines with terminals and shops in Cincinnati have been foremost in this movement, which is the biggest in several months.

The demand for building materials goes on apace, aided by good weather. Clearing skies and clearing business outlook came hand in hand, with a corresponding activity in lumber movement, which extends throughout the various branches of the lumber market, the interior finishing plants and hardwood flooring concerns all reporting a very satisfactory increase in orders. The call goes all the way down the list of the various hardwoods. Manufacturers of vehicles and farming implements are leading the demand, and box factories are running with plenty of new business to keep them busy through the winter. Furniture manufacturers in the Cincinnati district show no tendency to slack up.

Oak, both plain and quartered, with a rather marked increased movement in plain red, retains its position at the head of the selling list. The request for oak is more steady than for the others. Walnut is in good request from the makers of higher grades of furniture. The demand, however, does not approach the call for oak, except that the export trade which dropped off in the Cincinnati section a few weeks back shows some signs of again going on something like a boom. Numerous inquiries are being received in Cincinnati for black walnut from agents of the allies.

There has been considerable improvement in the call for red gum, although the movement in this lumber can not be said to have reached anything near its normal proportions. Ash and poplar are in fair request, their relative call remaining practically at a standstill compared with the past couple weeks. Considerable poplar is going into core stock, while the request for veneers is good. Hickory is steady, while cottonwood, chestnut and elm are beginning to show more life than for some time. Maple is showing a little renewed life. The sale of cypress is picking up.

# -----≺ TOLEDO >=

There is a much better feeling among the hardwood concerns in Toledo. Business in all lines is better. There is a fine call for ash, elm and maple for automobile construction. Furniture factories are beginning to be better users and this is true also of the railroads. The building trades continue strong. Local stocks are in good shape, but it is predicted that if present buying continues as firm as it has been dealers will soon be forced in the market willy-nilly to replace broken lines. There has been a general advance on most of the upper grade lines of from \$2 to \$3 and this is holding firmly and wholesalers declare that this will be supplemented by a still further advance. There is a firm call for better grades, but a surplus is on this market of low-grade hardwood stocks in general lines. Local factories are for the most part booming and the railroads here have put practically all of their idle men back to work. Mills are running well and are finding a market for about all the products they are able to turn out.

# =≺ INDIANAPOLIS **>**=

Predictions are being made freely by Indiana lumber dealers, both in the retail and wholesale trade, that there will be soon a sweeping advance in prices in this territory. R. S. Foster of the R. S. Foster Lumber Company of this city, last week authorized a statement in which he predicted an advance in prices and set forth the causes for the increased consumption of lumber. A majority of the dealers declare their sales show large gains over the corresponding period of last year.

Advertisements published by the retail trade in this city recently have

# FARRIS HARDWOOD LUMBER CO. NASHVILLE, TENN.

# DUCAN LUMBER CO.

Manufacturers Hardwood Lumber

MEMPHIS

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WE MANUFACTURE

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# Baker-Matthews Manufacturing Co.

Sikeston, Mo.

# **Band Sawn** Southern Hardwoods

**SPECIALTIES** 

RED GUM, PLAIN OAK

SEND US YOUR INQUIRIES

# BLISS-COOK OAK CO.

BLISSVILLE, ARK.

- MANUFACTURERS -

Oak Mouldings, Casing, Base and Interior Also Dixie Brand Oak Flooring. Trim. As Well As

# OAK, ASH and GUM LUMBER

Can furnish anything in Oak, air dried or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY



# WE WANT WALNUT

If you have Black Walnut Logs 14" and logger in diameter and 8" or longer in length, write us for prices and particulars. We are in the market now for two million feet.

PICKREL WALNUT CO., 4025 Clara Avenue, ST. LOUIS

# CINCINNATI

Hardwood Manufacturers and Jobbers

OHIO VENEER COMPANY
Manufacturers & Importers FOREIGN VENEERS
2624-34 COLERAIN AVENUE

C. CRANE & COMPANY

Manufacturers of Hardwood Lumber, Oak & Poplar especially Our location makes possible quick delivery of anything in timbers and hardwood lumber

DAY LUMBER & COAL CO.

Manufacturers YELLOW POPLAR and WHITE OAK
GENERAL OFFICE—JACKSON, KY.

# BAND SAWED WISCONSIN HARDWOODS Dry Stock For Prompt Shipment

BASSWOOD

20M 4/4 Ne. 8 common
80M 1x4 No. 2 and 3 common
15M 5/4 No. 1 com. and better
25M 5/4 Ne. 1 common
10M 5/4 Ne. 2 common
10M 5/4 Ne. 2 common
10M 5/4 Ne. 3 common
10M 5/4 Ne. 1 common
10M 6/4 1st and 2nd plain
10M 6/4 lst and 2nd plain
10M 8/4 Ne. 1 and Ne. 2 com.
10M 8/4 Ne. 1 common
10M 8/4 Ne. 2 com. and better

HARD MAPLE
40M 8/4 No. 2 common and better
Our 1914 cut of well assorted HARDWOODS AND HEMLOCK will
soon be in shipping condition.

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# ARPIN HARDWOOD LUMBER COMPANY

Grand Rapids, Wis. ATLANTA, WIS.

Saw mills and planing mill at Atlanta, Wisconsin.

# The Tegge Lumber Co. High Grade Northern and Southern Hardwoods and Mahogany Specialties OAK, MAPLE, CYPRESS, POPLAR Milwaukee, Wisconsin

# =≺ EVANSVILLE >=

to the part two access Everythe transfer of the transfer of the eponen provide that the first of the control of the cont All the uptown tax to rated on full time, while the river in a second for the first the second through the second weeks Is a strong of dig extination to a strong demand for walnut stide position, whether a field of the form the Improvthat the way of the feet of another than the ferrescontinues to pick up the denoud for game accounted to actor. Poplar has not been strong for the time. Then the many of demand for sycamore respectfully among the river ralls. If here ?, at in demand from handle facterms the plants in the section of the not pretty good time now. Prices are holding firm and on time of the togrades there is a tendency for prices to advance. We of consumer the fetles in Evansville are being operated on better time now than they had been at any time this year. Trade in the South and Southwest when it great deal of Evansville's manufactured products go from year to year, is getting better. Furniture factories especially are busy. Wagon factories are rushed, one of the factories here having recently refused a large order to make a special kind of wagon for the British government. The company stated that it was already running overtime to fill domestic orders.

Crop conditions in this section are promising. The Hessian fly has injured wheat in some sections, but it is not thought the damage will be serious and a good heavy frest will kill the pest. Much of the new corn is being marketed.

Building operations remain active. A half-million-dollar hotel is to be erected, work to start in two or three weeks. The contract for a \$251,000 coliseum building is to be let soon. The money for the new building is already available. Planing mills are running full time, as they have most of the summer and fall. Yard men report trade coming along all right. Sash and door men report a big improvement in their out-of-town trade. Their local trade has been fairly active all season.

# —**≺** *MEMPHIS* **≻**—

Owing to the further expansion in demand for hardwood lumber here and elsewhere in this territory, production is being steadily increased and is now assuming quite handsome proportions. Shipments are becoming larger daily, and, owing to the heavy inroads being made on stocks, manufacturers are finding it necessary to replenish their holdings in a quite substantial way. More mills are resuming each week and there is also a tendency toward increased hours where operations are already under way. Many of the smaller mills which suspended operations practically in toto during the preceding fourteen months are already starting up or are making their plans to this end. They are finding it easy enough to contract for their entire output, which is only another way of saying that there is no difficulty about financing their operations once more. It is therefore no exaggeration to say that hardwood production is much larger now than at any time since the war broke out and that it is now nearly, if not quite, normal.

Meantime logging operations are being pushed in a vigorous manner. Heavy rains appeared throughout this section at the end of the past week, but, taken as a whole, the weather since the middle of September has been practically ideal for cutting and hauling, with the result that substantial progress is recorded in preparing adequate supplies of timber, not only for immedaite use, but also against later needs. The log loaders are quite busy, and, with the cotton crop nearly gathered, there is plenty of labor not only for work in the woods but also in the mills themselves. The Valley Log Loading Company is now handling more timber than at any time since the war broke out and indications are that it will be quite busy for some time to come.

It is notable that, in addition to activity at hardwood mills proper, there is a great deal doing in woodworking lines. The box factories are turning out more sawn and veneered shooks than even heretofore and record deliveries are being made by them. The manufacturers of both slack and tight cooperage say that they are doing more business now than for more than a year. There is an unusually active demand for automobile spokes as well as other vehicle parts and some big orders have recently been booked for red oak crossties. Boat oars are also in active request and veneers, both plain and three-ply, are moving with considerable freedom and at advancing prices. Oak flooring is also in good request and the output of this is being steadily increased. In fact, there is scarcely a hardwood lumber product which is not gaining ground in both volume and in prices and this accounts for the Increasing optimism in hardwood circles.

In hardwoods themselves, there is a good call for the lower grades of cottonwood and gum used in a manufacture. Offerings in the open market are not heavy and these are being absorbed at increasing prices. There is also a good demand for the higher grades of gum, both red and sap. Cottonwood in the higher grades is in perhaps a little more active request. Ash is in good call in all grades, but the best demand is for dimension stock. Oak is moving well in the higher grades of both plain



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Codes Used—Universal, Hardwood, Western Union, A. B. C., 5th Edition, Okay

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3/8"	1/2"	5 '8"	3/4"	4/4"	5/4"	6/4"	8 /4"	10/4"	12/4"
1st & 2nd Qtd. White Oak, 6 to 9" 64,000	82,000	43,000	100,000	250,000	30,000	12,000	16,000		
1st & 2nd Qtd. White Oak, 10" & Wider	58,000	24,000	21,000	80,000	9,000				
1st & 2nd Qtd. White Oak, 12 to 14"					6,000				
No. 1 Com. Qtd. White Oak, 4" & Up 54,000	95,000	100,000	67,000	150,000	32,000	2,000	3,000		
No. 2 Com. Qtd. White Oak, 3" and Up. 30,000	4,000	14,000	12,000	75,000	2,000				
Cir. Qtd. Strips, 4 to $4\frac{1}{2}$ "				29,000					
Clr. Qtd. Strips, 5 to 5½"				$27,000 \\ 15,000$					
Clr. Qtd. Strips, 2 to $3\frac{1}{2}$ Sap no Defect No. 1 Com. Qtd. Strips, $2\frac{1}{2}$ to $5\frac{1}{2}$			6,000	134,000					
No. 1 Com. Qtd. Strips, 2½ to 5½" No. 1 Com. Qtd. Strips, 4 to 5½"			-,	32,000					
1st & 2nd Plain White Oak, 6" & Up 265,000		83,000		51,000	33,000	35,000	7.000		
No. 1 Com. Plain White Oak, 4" & Up	21,000			34,000		4,000	5,000		
No. 2 Com. Plain White Oak, 3" & Up	~1,000	3,000	2,000	3,000		.,			
1st & 2nd Plain Red Oak, 6" & Up 1,000	4,000	15,000	25,000	56,000	34.000	29,000	13.000		
1st & 2nd Plain Red Oak, 12 to 14"					11,000				
No. 1 Com. Plain Red Oak, 4" and Up			10,000	154,000					
No. 2 Com Plain Red Oak, 3" & Up		6,000	15,000	71,000	26,000	9,000			
1st & 2nd Red Gum, 6" & Up	529,000	67,000	331,000	58,000	89,000	107,000	40,000	5,000	
No. 1 Com. Red Gum, 4" & Up 130,000	86,000		424,000	1,600	237,000	52,000	34.000	3,000	3,000
1st & 2nd Qtd. Red Gum, 5" & Up				5,000		5,000	16,000		
1st & 2nd Highly Figured Red Gum			00.000	10,000	3,000	40.000	77 000	*****	2.111
1st & 2nd Sap Gum, 6" & Up	3,000		30,000	0.000	2,000	43,000	15,000	8,000	7,000
1st & 2nd Sap Gum, 13" & Wider				9,000			* * * * *		
1st & 2nd Sap Gum, 18" & Wider		100,000		7,000		60,000	14 000		
No. 1 Com. Sap Gum, 4" & Up	* 000	120,000		200,000	1,000	60,000 137,000	14,000 2.000		
No. 2 Com. Gum, 3" & Up	5,000	326,000		15,000	1,000	39,000			
Clr. Sap Gum Strips, $2\frac{1}{2}$ to $5\frac{1}{2}$ "				16,000		33,000			
1st & 2nd Ash				2,000					
No. 1 Common Ash				4,000					
No. 2 Common Ash				27.000			500		
No. 3 Common Ash				25,000					
No. 1 Shop Cypress				54,000					
Pecky Cypress				149,000			4.4.4.4		
No. 1 & No. 2 Com. Cypress				22111		121 5 5 5	8,000		
Log Run Elm				46,000		3,000			
No. 1 Common Elm				12,000					
No. 2 Common Elm				31,000					
Elm Coffin Boards, 13" & Up		* *		14,000					
Com. & Better Tupelo				31,000					

Our FAS grade in plain sawn stock will average 10" wide, No. 1 Common will average 8½ to 9", both running 50% or better 14 and 16 ft. Facilities for kiln drying and surfacing. All orders entrusted to u s are carefully executed.



OUNDNESS
Ready Resources.....\$925,845
URPLUS
and Reinsurance Reserve... 856,634
AVINGS
Returned to Subscribers... 546,757
ERVICE
60-day Inspections; Monthly Fire Bulletins.

These are some of the vital features upon which the management of the

# Lumbermen's Underwriting Alliance

bases its plea to the LUMBERMEN FOR A SHARE OF THEIR Insurance Lines. These safeguards are the result of TEN YEARS of successful underwriting.

# \$155,000.00

in CASH DIVIDENDS went into the treasuries of ALLIANCE Policyholders in 1914. Owners of protected plants, with five or more years' timber supply, are invited to become identified with us.

U. S. EPPERSON & COMPANY
Attorney and Manager, KANSAS CITY

# Over

# One Million Dollars

in savings has been returned its members by the

# Manufacturing Lumbermen's Underwriters

and there remains to the credit of members over

# Nine Hundred Thousand Dollars

The membership, which is constantly increasing, is now composed of nearly four hundred and fifty of the best saw mill plants in the country. Insurance in force exceeds thirty-five million and nearly three million dollars has been paid in losses. If you have a first-class plant adequately protected and are interested in low cost fire insurance, correct policy forms, an inspection service which may save you from a disastrous fire, with the certainty of a prompt and equitable adjustment in case loss does occur, and wish a list of members and annual statement we will be glad to hear from you.

# Rankin-Benedict Underwriting Co.

MARRY B. CLARK Western Representative Portland, Ore.

Attorney in Fact KANSAS CITY, MO. and quartered and a state of the state of demand is also reported for No. 1 and No. 1 are not as a second of the being a dimit at the country and for point of the state of th

# → NASHVILLE >===

The backward feet of trade of the slow marked improvement, and a definition of providing condition. The trade of providing condition of the entire of production as things get lack to normal. There has been a been entire of production since the outbrack of the war in Furepa, of conservations of men regard advanced prices as natural consequence of the vivil of the same regard advanced prices as a natural consequence of the vivil of the same being placed by railroads and car building concerns. Building has been very active on account of mild weather, and retailers have had a fair fall business. The heaviest movement continual trade, and lew grade peptar is moving better. Steady dense has reported to ach, and lew grade peptar is moving general conditions of the heaviest measurements. For his continue to factory. The operations continue in wainant for expert principal to gunstocas.

# — ≺ LOUISVILLE >=

A greater volume of hardwood limber is now moving, and the demand Is unquestionably better. Proc. of better in some instances. This is particularly true of gum, though the opportunities for price improvement along this line were greater than elsewhere, due to the extremely low prices which had been prevailing. Stock which is not staple as to thickness is also commencing a premain, and in a good many cases in hard to get, for although a good many mills are operating, production during the past few months has not been great, and dry stock, ready to ship, is not always easy to locate, especially if the stock in demand is somewhat out of the ordinary. The export market is practically dead, few vessels are leaving southern ports, and the \$1 rate quoted out of eastern ports is practically probibitive. The big upward movement on pine is expected to help woods like poplar and gum. Oak is in better demand, and good plain oak is quoted at somewhat higher figures. However, neither good nor common plain oak is selling at the figures which it should command. It is probable that values will increase during the next sixty days.

# ==-≺ ST. LOUIS **>**=

There is a continued slightly increasing betterment in the hardwood market. Distributors at this point are not exactly pleased with the volume of business being done, but hope for an improvement soon. Some of the items on the hardwood list are in excellent request, but are offset by many others that are not being excellent request, but are offset by many others that are not being excellent request. Oak is in good demand and trade is increasing. Plain oak is in particularly good request. Gum and poplar are going fairly well. The call from the factories is better and it is believed that other sources will soon begin to come into the market freely. Cypress conditions have improved and sales are constantly increasing. There is little change in price, although some items are stiffening up rapidly. The country yards are doing more ordering and considerable activity is predicted from this source soon.

# **==<** MILWAUKEE **>**=

The volume of Lardword but has is satisfactory, and lumbermen believe that better things may be expected. While most of the factories buy only enough to meet their present requirements, demand from this source will be stronger after the first of the year when inventories have been completed. The market is holding firm with advances in some lines and this is having the effect of inducing some concerns to buy more freely.

Most of the hardwood consuming industries in this section show fair activity. The furniture manufacturing concerns in Milwaukee and about the state are busy and this has brought forth some good orders for stock. The chair factories at Sheboygan and other points are operating full blast. Milwaukee is becoming quite a center for the manufacture of pianos and while some of these concerns import their piano cases from Michigan points, all the plano factories use considerable hardwood and some good stock orders have been received from these industries. The farm implement industry is looking forward to a busy season and the factories in Milwaukee, Janesville, Beaver Pam, Racine, Kenosha and other points are now busy and are buying fairly well.

The continued activity in the building field is keeping the local rash and door and general interior weedworking industries busier than they usually are at this season. A report prepared by the Milwaukee building inspector shows that permits issued thus tar have totaled \$10,450,448, a gain of 13 per cent over 1911. The inspector is confident that the total building record for the year will show a substantial gain. During the second week in November there were 68 permits issued for structures to cost \$326,860, as compared with 62 permits and an investment of \$203,200 during the corresponding period in 1914.

With the possible exception of low-grade stuff, northern hardwoods show an upward tendency, a result of the increasing demand and the shortage in some lines. The supply of birch and maple is being reduced at most points. Neither quarter-sawed white oak nor plain red oak is especially plentiful, with the result that prices in these lines are strong.

# Advertisers' Directory

NORTHERN HARDWOODS.	Kraetzer-Cured Lumber Co 2	Vail Cooperage Company 4	Eastman, S. L., Flooring Co 58
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Bliss-Cook Oak Company7-4' Blanks, H. B., Lumber Company. 1:	Riel-Kadel Lumber Company 46	Rayner, J 4	MISCELLANEOUS.
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Himmelberger-Harrison Lie. Co	Sullivan, T., & Co	Cobbs & Mitchell, Inc 3	Requarth, F. A., & Co 4

# HARDWOODS FOR SALE

# LUMBER

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## BASSWOOD

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NO. 1 & BTR. 14 Fig. with the full lights as the MRNAPE VENERAL & SLATING ONLY IN THE ACCURATE AND ACCURATE A
NO. 3 C. 14 G. S. S. EAST JORDAN LUM BUR COMPANA, F. & Jorlan, Mich. NO. 1 C. 5 47, 1 yr. dry. G. ELIAS & BRO.
NO : A BTR. 4 4", rep width 10 to 16", most dry, winter sawn. HATTEN LUMBER COM-
COM. & BTR. 5.4". HOFFMAN BROS. CO. THE WORLD IT. NO. 1 C. 5.4 & 6.4" dense dry NO. 2 C. A. NO. 3 C. 4" 6 pt. s. bry KNEILAND BIGL.
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FAS. NO. 1 C. NO. 2 C and NO. 3 C, 5 4": No. 1 & BTR, 6 4" STACK LUMBER COMPANY, M. SORV, M.
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## BEECH

NO. 3 C. 44", 6 mos. dry. EAST JORDAN LUMBER COMPANY East Jordan, Mich LOG RIN 44 4 mos. dry. H. H. HITT LUM-BER COMPANY, Decatur, Ala. NO. 2 C. & BTR. 5 4 8 64" 6 mos. dry; NO. 3 C. 5 4 8 64", 6 mos. dry. KNEELAND-BIGELOW COMPANY, Bay City, Mich.

# BIRCH

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SEATING COMPANY, Birchwood, Wis.
SEATING COMPANY, Birchwood, Wis,
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10 4", piled at Vermont. BUFFALO HARDWOOD
LUMBER COMPANY, Buffalo, N. Y
NO. 2 C. & BTR. and NO. 3 C. 4/4", 6 mos. dry;
NO. 3 C. 5 T. 4 mos. dry. EAST JORDAN LINE.
BER COMPANY, East Jordan, Mich
NO. 2 C. 4 4 to 8 4", 1 yr, dry, G. ELIAS &
NO. 2 C. 4'4 to 84", 1 yr. dry. G. ELIAS &
NO. 2 & BTR., unsel., 4'4 to 8 4", ran, withs
New Edward W.
NO. 1 & 2 C. 4 4", 8 mos. drv. KNEELAND.
BIGELOW COMPANY, Bay City, Mich.
NO. 1 & BTR., red. 4 4", 5" & up. 8 to 16' av
[35] C. S. S. Dines. 103. NO. I. & BTR. 4. 1 5 (0) 52.
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657 14 & 16", av. wdth. 11", 8 mos dry; NO. 1 & BTR., 54", 75 & 545 S to 16", 657 H & 16.
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5 4". STACK LUMBER COMPANY, Masonville,
Mich
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# COTTONWOOD

FAS 4.4", 60°2-14 & 16', 4 mon, dry. LIBERTY IN ARDWOOD LUMBER COMPANY BRE COMP BOX BDS, 44", 13 to 17", over 6 mon. dry. MULLER LUMBER COMPANY, Moreover, Art

# **CYPRESS**

LOG RUN, 4.4 to 12.4", 6 mos. dry. H. B BLANKS LUMBER COMPANY, Cairo, Ill.

## ELM-SOFT

NO. 3 & BTR. 4 1", ran widths, the lights 18
thors (0) AHNAPLE VENEER & SEATING (1)
Birchwood, Wis,
LOG RUN 84% 6 mos dry BELLGRAID
LUMBER COMPANY, Memphis, Tenn
LOG RUN 6 4", 6 mas dry, H. R. BLANKS
LUMBER COMPANY, Cairo, III.
LOG RUN 5-4 to 10 4", 12 to 16', GEORGE C.
BROWN & CO. Memphis, Tenn
NO. 1 C. 6 4", 2 yrs. dry. G. ELIAS & BRO.,
INC., Buffalo, N. Y.
N.O. O. St. Tarretta A. A. A. O. LAN.

NO. 2 & BTR. 4/4 to 8/4", good withs, 18 mos. dry. HATTEN LUMBER COMPANY, New London. Wis

LOG RUN 4/4", 4 mos. dry. H. H. HITT LUMBER COMPANY, Decatur, Ala.

NO. 2 C. 6'4", 6 mos. dry. KNEELAND-BIGELOW COMPANY, Bay City, Mich.

LOG RUN 4/4", 50% 14 & 16', 7 mos. dry.

LIBERTY HARDWOOD LUMBER COMPANY,

BUSCOL, & T. X.

BERTY HARDWOOD & COMPANY, STANDARD STANDARD STANDARD

Modalille, Mich. NO. 2 yrs. dry. STANDARD HARDWOOD LUMBER COMPANY, Buffalo, N. Y. LOG RUN 4-4", ran. wdths., ran. lgths.; NO. 2 C. 6-4", ran. wdths., ran. lgths. STRABLE LUMBER & SALT COMPANY, Saginaw, Mich.

## ELM—ROCK

NO. 2 & BTR. 54", ran, wdths., 1 vr. dry HATTEN LUMBER COMPANY, New London

# **GUM**

LOG RUN 4.4", 6 most dry H. B. BLANKS LUMBER COMPANY, Cairo, III.

# GUM-BLACK

EAS, plan 44", Simos dry, NO. 1 C. & BTR., qtd., 44", 8 mos. dry, BELLGRADE LUMBER COMPANY, Memphis, Tenn., NO. 1 C. & BTR., 44", 50% 14 & 16', 4 mos. dry, LIBERTY HARDWOOD LUMBER COMPANY, beach, & Tex

# **GUM—TUPELO**

FAS, NO. 1 and NO. 2 C., 4'4", 4 mos. dry. H. H. HITT LUMBER COMPANY, Decatur, Ala.

#### GUM—SAP

ALL grides, 3.4 to 8.4%, 6 most dry RELL-SKADE LCMBER COMPANY, Memphi, Tenn. 1.AS and NO, 1 C., 4.4 & 5.4%, 12 to 16%, NO, 1, 2. & 3.C., 6.4%, 12 to 16%, GEO, C. BROWN & CO., Memphis, Tenn.

NO 1 C A NO 2 C, 14 4 mos dry H. M. 16 1 Licensey vol. 16 star Ala COM A BIR 34 ca - the ran lights, 6.8 8 SHIELD VENER MILLS, Louis-

NO 1 C A NO. 2 C 6 4 Th to 515 wd., 1 yr. 1 M P Charles

1011 1 1 50 14 A 16, 4 mos dry; 14 X 14 10 14 A 16, 5 mos dry; 16 JH-Weedb LI-MHER COMPANY,

107 C. W.105., 65% 14 & 16'. THER COMEANY, Marianna, Ark.

## **GUM—PLAIN RED**

1 AS 3 3 S S S 1, 12 to 16 NO. 1 C, 4 4 to 6 4",

1. 6.
Tenn
NO. 2 C. 44", 4 mon. dry. H. H. HITT LUMBUR COMPANY, Decatur, Ain
COM. & BTR. 4/4", ran. withs., ran. lgths., 6'8
hos of Lett ISVILLE VENEER MILLS, Louis-

1 18 8 8 10 8 4", 23, 10 53; " wd., 1 yr. dry; NO. 1 6 8 3 4 & 5 4 22 10 53; " wd., 1 yr. dry; LAMB FISH LUMBER COMPANY, Charleston,

FAS & NO. 1 C. 4/4 & 5/4", 50% 14 & 16', 5 mon. dry. Liberty Hardwood Lumber Com-FANY 1.5 crock, Tu-FAS 4.4", 10<sup>1</sup>2" av. wdth., largely 14 & 16' lg.; FAS and NO. 1 C. 5/4", 10<sup>1</sup>2" av. wdth. MILLER Lumber ComPany, Marisana, Ark. NO. 1 C. & BTR. 4.4 to 8/4", 14 mon. dry. STANE CLIB HARDWOOD LUMBER CO., Buffalo,

# **GUM—QUARTERED RED**

NO. 1 C. 1 I to 8 4", 1 yr, dry BELLGRADE LIMBEL SOMPANY, Momphls, Tenn COM, & BTR, 44, 54, 10, 4 & 124", 12 to 16', GEO. C. BROWN & CO., Memphls, Tenn. COM, & BTR, 44", ran. wdths., ran. lgths., 6/12 most. dry, st. bols. highly fig. LOUISVILLE VENTEL, WILLS Learning, Ky

# HACKBERRY

LOG RUN 4-4", 4 most dry. H. H. HITT LUM-BER COMPANY, Decatur, Ala.

# HICKORY

NO. 2 C. 4.4 to 16.4", 1 yr. dry. G. ELIAS & RO., INC., Buffalo, N. Y. LOG RU N. 4.4 to 8.4", 4 mos. dry. H. H. HITT UMBER COMPANY, Decatur, Ala.

# **MAHOGANY**

ALL . . . . all thicknesses, African, Mexican and Cuban. HUDDLESTON-MARSH MAHOG-ANY COMPANY, Chicago, III.

# MAPLE

NO. 2 C. & BTR., thin 4 4", 6 mos. dry. EAST JORDAN LUMBER COMPANY, East Jordan,

NO. 2 & BTR., hard, 4/4 to 12/4, ran. wdths., 20 os. dry; NO. 2 & BTR., soft, 4/4", ran. wdths., mos. dry; HATTEN LUMBER COMPANY, New indon, Wis.

Tondon, Wis.

NO. 1 & 2, plain, 3/8 & 1/2"; NO. 1 & 2, plain, 44", 10" & up wd.; NO. 1 & 2, qtd., 44", HOFF-MAN BROS. COMPANY, Fort Wayne, Ind.

NO. 3 C. 54", 1 yr. dry. KNEELAND-BIGE-LOW COMPANY, BAYCHY, Mich.

FAS. NO. 1 & NO. 2, 1 1; NO. 3, 4'4, 5/4 & 8/4". STACK LUMBER COMPANY, Masonville, Mich.

NO. 1 & 2 C., hard, 12 4", ran. wdths., ran. lgths., 1 yr. dry; NO. 3 C., hard, 4'4 to 8/4", ran. wdths., ran. lgths.; LOG RUN & NO. 3 C., soft, 4", ran. wdths., ran. lgths.; TAS, NO. 3 C., soft, 4", ran. wdths., ran. lgths., 1 yr. dry; STABLE LIMBER & SALT COMPANY, Saginaw, Mich.

FAS, bard, 12 4 & 16 4", 6" & up. 18 mos. dry; FAS, soft. 8'4", 6" & up. 18 mos. dry. YEAGER LUMBER COMPANY, INC., Buffalo, N. Y.

NO. 2 & BTR., 4 4", 18 mos. dry; NO. 3, 4/4", ran. wdths, ran. lgths., 18 mos. dry. AHNAPEE VENEER & SEATING COMPANY, Birchwood,

STRIP's, bur q'd, 4 4", 4 to 4½", and 5 to 5½", 1 yr. dry. LAMB-FISH LUMBER COMPANY, Charleston, Miss.

# HARDWOODS FOR SALE

# OAK-PLAIN RED

ALL grades, 3/4 & 4/4", 6 mos. dry. BELL-GRADE LUMBER COMPANY, Memphis, Tenn. NO. 2 C. 4/4", 1 yr. dry. H. B. BLANKS LUMBER COMPANY, Cairo, Ill.

FAS 4/4, 6/4 & 8/4", 12 to 16'; NO. 1 & 2 C. 3'4, 5/4 & 8/4", 12 to 16'. GEO. C. BROWN & CO., Memphis, Tenn.

FAS, NO. 1 C. & NO. 2 C., 4/4 to 6/4", 4 mos. ry. H. H. HITT LUMBER COMPANY, Decatur,

FAS 5/8"; STEP PLK., 5/4", 11" & up. HOFF-MAN BROS. COMPANY, Fort Wayne, Ind.
COM. & BTR. 4/4", ran. wdths., ran. lgths., 2
yrs. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

VIIIe, Ky.

FAS 5/8", 3/4 to 5/4", 2½ to 5½", 1 yr. dry;
NO. 1 C. 4/4", 2½ to 5½", 1 yr. dry; NO. 2 C. 3/4
to 6/4", 2½ to 5½", 1 yr. dry. LAMB-FISH LUMBER COMPANY, Charleston, Miss.

FAS 4/4", 40% 14 & 16', 5 mos. dry; NO. 1 C. &
NO. 2 C. 4/4", 45% 14 & 16', 6 mos. dry. LIBERTY HARDWOOD LUMBER COMPANY, Big
Creek, Tex.

FAS & NO. 1 C, 5'4". MILLER LUMBER COM-PANY, Marianna, Ark. NO. 1 C, & NO. 2 C, 4'4", 25°7 14 & 16'. NOR-MAN LUMBER COMPANY, Louisville, Ky.

COM. & BTR. 44". RIEL-KADEL LUMBER COMPANY, New South Memphis, Tenn.

FAS, 8/4" to 16/4", 6" & up. 18 mos. dry. YEA-GER LUMBER COMPANY, INC., Buffalo, N. Y.

# OAK-PLAIN WHITE

ALL grades, 4'4", 6 mos. dry. BELLGRADE LUMBER COMPANY, Memphis, Tenn.

LOG RUN 4'4", 1 yr. dry. H. B. BLANKS LUMBER COMPANY, Cairo, III.

FAS 4'4", 12 to 16'. COM. & BTR. 12'4 to 16'4";
NO. 1 & 2 C. 3'4 to 5'4", 12 to 16'. GEORGE C. BROWN & CO., Memphis, Tenn.

NO. 2 C. 4'4", 2" & wn. 1 yr. dry. F. M. CUT.

NO. 2 C. 4/4", 3" & up, 1 yr. dry. F. M. CUTSINGER, Evansville, Ind.

FAS 4/4", 4 mos. dry; NO. 1 C. 4/4 & 5/4", 4 mos. dry; NO. 2 C. 4/4", 4 mos. dry. H. H. HITT LUMBER COMPANY, Decatur, Ala.

COM. & BTR. 4/4", ran. wdths., ran. lgths., 2 yrs. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

FAS 3/8 & 5/8", 2½ to 5½", 1 yr. dry; NO. 1 C. 1/2 & 4/4", 2½ to 5½", 1 yr. dry. LAMB-FISH LUMBER COMPANY, Charleston, Miss.

FAS 4/4", 40% 15 & 16', 1 yr. dry; NO, 2 C, 4/4", 40% 14 & 16', 3 mos. dry. LIBERTY HARD-WOOD LUMBER COMPANY, Big Creek, Tex.

S. W. 4/4", 1 yr. dry. MOWBRAY & ROBIN-SON COMPANY, Cincinnati, 0.

COM. & BTR, 4/4". RIEL-KADEL LUMBER COMPANY, New South Memphis, Tenn.

FAS 8/4" to 16/4", 6" & up. 18 mos. dry; NO. 1
C. 4/4 to 16/4", 6" & up. 18 mos. dry. YEAGER LUMBER CO., INC., Buffalo, N. Y.

## OAK—QUARTERED RED

NO. 1 & 2 C. 4/4", 12 to 16'. GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C. 5/8 to 8/4", 4" & up, 1 yr. dry. F. M. CUTSINGER, Evansville, Ind.

STRIPS, 4/4", 21/2-5". HOFFMAN BROS. CO., ort Wayne, Ind.

COM. & BTR. 4/4", ran. wdths., ran. lgths., 6'8 mos, dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

FAS & NO. 1 COM. 4/4", 1 yr. dry. MOWBRAY & ROBINSON COMPANY, Cincinnati, O.

# OAK—QUARTERED WHITE

ALL grades, 4/4 to 8/4", 8 mos. dry. BELL-GRADE LUMBER COMPANY, Memphis, Tenn. FAS 4/4", 12 Memphis, Tenn. 12 to 16'. GEO. C. BROWN & CO.,

FAS 5/8 to 5/4", 6" & up, 1 yr, dry; NO. 1 C. 4/4 to 6/4", 4" & up, 1 yr, dry; NO. 2 C. 4/4", 3" & up, 1 yr, dry; F. M. CUTSINGER, Evansville, Ind. NO. 1 C. & NO. 2 C. 4/4", 4 mos. dry. H. H. HITT LUMBER COMPANY, Decatur, Ala.

FAS 3/4 & 7/8", 6" & up wd.; STRIPS, 4/4", 4-5%" wd, HOFFMAN BROS, COMPANY, Fort Wayne, Ind.

COM. & BIR. 5/8 & 4/4", ran. wdths., ran. lgths., 6/8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

FAS 3'8, 1/2, 5 8, 3/4 & 4/4", 1 yr. dry; NO. 1 C. 3.8, 1/2, 5/8, 3'4 & 4/4", 1 yr. dry; NO. 2 C. 3/8, 5/8 & 4/4", 1 yr. dry. STRIPS, com., 4/4", 2½ to 5½", 1 yr. dry. LAMB-FISH LUMBER COMPANY, Charleston, Miss.

FAS & NO. 1 C. 4/4". MILLER LUMBER COMPANY, Marianna, Ark.

## **POPLAR**

NO. 2 C. & BTR. 4/4", piled at Buffalo, BUF-FALO HARDWOOD LUMBER COMPANY, Buf-falo, N. Y.

FAS (sap no defect) 10/4 & 12/4", 7" & up, 18 nos. dry; BOX BDS. 4/4", 7 to 12", 18 mos. dry. M. CUTSINGER, Evansville, Ind.

FAS, NO. 2 B and NO. 3, 4/4", 4 mos. dry; PANEL 4/4", 18" & up, 4 mos. dry. H. H. HITT LUMBER COMPANY, Decatur, Ala.

FAS 5/8 & 4/4". HOFFMAN BROS. COMPANY, ort Wayne, Ind.

COM. & BTR. 5/8 & 4/4", ran. wdths., ran. lgths., 8 mos. dry. LOUISVILLE VENEER MILLS, 6/8 mos. dry. Louisville, Ky.

NO. 1 C. 5/4", 1 yr. dry; NO. 1 C., qtd., 4/4", 1 yr. dry; MOWBRAY & ROBINSON COMPANY, Cincinnati, O.

Inclinati, O.

FAS 4 4", 14" & up. 50% 14 & 16'; NO. 1 C. 4/4"

6 6.4", 50% 14 & 16'; NO. 2 C. 6/4", 40% 14 &
3' NORMAN LUMBER COMPANY, Louisville,

## **SYCAMORE**

LOG RUN 4'4", 4 mos. dry. H. H. HITT LUMBER COMPANY, Decatur, Ala.

LOG RUN 4'4", 40% 14 & 16', 10 mos. dry. LIBERTY HARDWOOD LUMBER COMPANY, Big Creek, Tex.

# WALNUT

 $\bf NO.~1~C.~4/4",~4"$  & up, 18 mos. dry. F. M. CUTSINGER, Evansville, Ind.

ALL grades, all thicknesses. HUDDLESTON-MARSH MAHOGANY COMPANY, Chicago, Ill. COM. & BTR. 5'8 & 4'4", ran. wdths., ran. lgths., 6'8 mos. dry. LOUISVILLE VENEER MILLS, 6/8 mos. dry. Louisville, Ky.

FAS 3/8, 3/4 to 8/4", 6" & up, 50% 8/9', balance 10' & up; FAS 1/2-5/8", 10" & up, 50% 8/9', bal, 10' & up; FAS 4/4", 6" & up, 6/7'; FAS 4/4", 6" & up, 6/7'; FAS 4/4", 6" & up, 8/9'; NO. 1 C. 1/2, 3/4 to 8/4"; NO. 2 C. 4/4, 5/4, 8/4 to 10'4", PENROD WALNUT & VENEER COMPANY, Kansas City, Mo.

NO. 1 C. 8/4", 4" & up. 18 mos. dry. YEAGER LUMBER COMPANY, INC., Buffalo, N. Y.

# VENEERS—FACE

#### ASH

NO. 1, 1/12", 8 to 28" wd., 20" lg., rty. MIS-SISSIPPI VENEER & LUMBER COMPANY, Cedars, Miss.

LOG RUN up to 1/8", 12" & up, extreme 1gth. 86". WISCONSIN SEATING COMPANY, New London,

#### BIRCH

Rotary cut, all thicknesses. HUDDLESTON-MARSH MAHOGANY COMPANY, Chicago, Ill.

## **GUM**

QTD. FIG'D. 1/20". HUDDLESTON-MARSH MAHOGANY COMPANY, Chicago, Ill.

MAHOGANY COMPANY, Chicago, III.

QTD. FIG'D., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SEL. RED, No. 1, 1 12", 8 to 28" wd., 42 to 46" lg., highly fig., rty.; No. 2, ½", 5½" wd., 82 & 86" lg., stile ven., UNSEL, No. 1, 1/12", 8 to 28" wd., 20" lg., rty.; No. 1, ½", 5½" wd., 82 & 86" lg., stile ven., No. 1, ½", 5½" to 14½" wd., 17 to 29" lg., rty.; RED, No. 1, 1 12", 8 to 20" wd., 20" lg., rty., MISSISSIPPI VENEER & LUMBER COMPANY, Cedars, Miss.

# **MAHOGANY**

ALL thicknesses. HUDDLESTON-MARSH MA-HOGANY COMPANY, Chicago, Ill. ANY thickness, LOUISVILLE VENEER MILLS, Louisville, Ky.

# OAK—PLAIN

ALL thicknesses. HUDDLESTON-MARSH MA-HOGANY COMPANY, Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

NO. 1, red, 1/12", 8 to 28" wd., 20" lg., rty.; NO. 1, red, ½", 5½" to 14½" wd., 7 to 29" lg., rty.; NO. 2, red, ½", 5½" wd., 82 & 86" lg., stile ven. MISSISSIPPI VENEER & LUMBER COMPANY, Cedars, Miss.

LOG RUN, red, up to 3/8", extreme 1gth. 86". WISCONSIN SEATING COMPANY, New London,

# OAK—QUARTERED

ANY thickness. HOFFMAN BROS. COMPANY, Fort Wayne, Ind.
ALL thicknesses, HUDDLESTON-MARSH MA-HOGANY COMPANY, Chicago, III.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

# WALNUT

ANY thickness. HOFFMAN BROS. COMPANY, Fort Wayne, Ind.

Rotary cut and sliced. HUDDLESTON-MARSH MAHOGANY COMPANY, Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

# VENEERS—CROSSBANDING AND BACKING

# **ELM**

1/24 and 1/28", 12" & up, extreme length 86". WISCONSIN SEATING COMPANY, New London,

## **GUM**

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

# **MAPLE**

1/24 & 1/28", 12" & up, extreme 1gth. 86". WIS-CONSIN SEATING COMPANY, New London, Wis.

# POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

# PANELS AND TOPS

# BIRCH

1,000 3-ply, 14 ", 24x72 ", good 1 and 2 sides; 300 3-ply 1/4 ", 30x72 ", good 1 and 2 sides. WISCONSIN SEATING COMPANY, New London, Wis.

# **GUM**

QTD. FIG'D. any thickness, LOUISVILLE VENEER MILLS, Louisville, Ky. QTD. FIG'D. any thickness. WIS SEATING COMPANY, New London, Wis. WISCONSIN

# MAHOGANY

 $rac{\mathbf{ANY}}{\mathbf{MILLS}}$ , thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

# OAK

PLAIN & QTD. any thickness. LOUISVILLE VENEER MILLS. Louisville, Ky. QTD., any thickness. WISCONSIN SEATING COMPANY, New London, Wis.

# WALNUT

ANY thickness, LOUISVILLE VENEER MILLS, Louisville, Ky.

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Advertisements will be inserted in this section at the following rates;

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Figl twords of ordinary length make one line. leading courts as two lines o disjusy except the headings can be ad-mitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

# **EMPLOYMENT WANTED**

# POSITION WANTED.

Woods superintendent, six years to hille training and nine years' practical work covering purel islag land, sturapage, supplies and equinout, location and construction of logging rareads, supervision of lumbering operations, estimating, logging accounts and general forestry and engineering practice

Address "BOX 111," care Hympwood Ricomb

# **LUMBER FOR SALE**

#### FOR SALE

5 cars 4 4 No. 1 Com. Plain White Oak. 2 cars 4 4 1sts & 2nds Plain White Oak.

1 car 7/4 No. 1 Com. Plain Red & White Oak. S. BURKHOLDER LUMBER CO., Crawfords ville, Ind.

# FOR SALE

Million feet Sliced & Sawed Indiana & Ohio Qtd. White Oak Veneer, 1/8", 1/20", 1/28"; also Walnut Veneer & Lumber.

H. C. HOSSAFOUS, Dayton, O.

#### WANT TO SELL

2 carloads 1" dry Wisconsin Red Oak cut from a run of Oak logs where the veneer logs were taken KIEL WOODEN WARE CO., Kiel, Wis.

# **LUMBER WANTED**

## WANTED.

2, 214, 3" dry plain Oak, all grades. 2½, 2¾ & 3" dry Hard Maple Squares. 2¾" dry Hard Maple Lumber, No. 1 C & Bet. 3" dry Soft Elm, No. 1 Com. & Bet. CYRUS C. SHAFER LUMBER COMPANY,

South Bend, Ind.

#### BEECH WANTED.

6/4 log run No. 2 Common & Better. State shipment during the next two months. quantity you can furnish, give description and quote lowest price delivered Baltimore, Maryland, rate. THE ATLAS LBR. & MFG. CO., Cincinnati, O.

#### WANTED

4/4 No. 2 common Birch, both air-dried and kilndried. Use about 250,000 feet per month. THE GORHAM BROTHERS CO., Mt. Pleasant, Mich.

# WANTED WHITE OAK

Ship timber, plank and boards. For further particulars write G. ELIAS & BRO., INC., Buffalo, N. Y.

# LOGS WANTED

# WANTED-BLACK WALNUT LOGS.

500 cars good black wainut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash,

GEO, W. HARTZELL, Piqua, Ohio.

# LOGS FOR SALE

#### FOR SALE

too. I in hundred clear latelery togs; at though the batof stock. Deaver at railrock Coton central Maligan Address

BOX 417," care HARDWOOD RECORD

# **DIMENSION STOCK WANTED**

# WANTED-DIMENSION OAK

Plain and Quartered. Write us for specifica-tions and prices. INDIANA QUARTERED OAK CO., 52 Vanderbilt Ave., New York, N. Y.

# DIMENSION STOCK FOR SALE

#### FOR SALE-OAK DIMENSION.

Wanted to contract with manufacturing consumer large quantity of clear good quality Oak Dumension for delivery 1916. Sixe 125 x1; any length up to 6'6". Stock is suitable for bending. E. W. PRATT, JR., Hopkinsville, Ky.

# FOR SALE—ASH DIMENSION

1 carload, 2,000 pieces 2x2-26". 10,000 pieces 216x21/2-25"

All stock under shed four months dry. GALLOWAY-KENNEDY CO., Clarendon, Ark.

# TIMBER FOR SALE

## HARDWOOD TIMBER TRACT.

Large tract of White Oak, Ash and Gum for sale. Timber stands thick. Write for data and oargain price. Address LEO NEUBECKER, Box 596, Buffalo, N. Y

# OAK, POPLAR, ASH

and all other hardwoods, in all grades and thick nesses, can be readily sold if advertised in the classified section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you.

# TIMBER LANDS WANTED

## THOROUGHLY RESPONSIBLE PUR-CHASER

With ample means will pay cash for tracts (2,000 acres and up) of virgin pine, cypress, and hardwood timberlands owned in fee-in the southern and southeastern states.

We are not brokers, commission men or factors. but actual buyers, and all propositions submitted will be regarded in confidence.

We solicit correspondence only with owners or their legally authorized representatives. Address "BOX 90," care HARDWOOD RECORD.

# MACHINERY FOR SALE

## FOR SALE.

Two Capital Iron Frame Veneer Saws. One 12-foot carriage; one 14-foot carriage. Both left-hand machines. First-class condition. Prices WOOD-MOSAIC COMPANY, INC.,

New Albany, Ind.

#### FOR SALE

1 .0 " .

1.1

steatyle B" Lad Matchers in first-" ve condition, complete with side 11 fet 1. ft ACC 11 - Care Handwood RECORD.

# COMPLETE MILL PLANT

It for condition Will sell separate items

service engine; 10 horsepower engine dybatho; a tubular boilers; Allis band will rriage; l'iler & Stowell steam feed; Hill nigger; Mershon & Co. vertical resaw; Phoesis May Co. edger; 7 saw trimmers; complete lath mill; live rolls, chains, belts, burner, fire pump, etc. On Soo Line, Naubinway, near Gilel . Michigan, Address

STREET CHATTIELD LUMBER CO., 1882 Fullerton Ave., Chicago, Ill.

# **BUSINESS OPPORTUNITIES**

#### FOR SALE.

Complete sawmill plant in prime condition. 25,000 capacity at a bargain on easy terms. O'NEIL LUMBER COMPANY. 1232 S. Kingshighway, St. Louis, Mo.

# WAGON STOCK WANTED

# WE ARE IN THE MARKET

For all kinds of Wagon Stock such as Oak Bolsters, Reaches, Tongues, Sawed Felloes, Hounds and Hi kery Axles-also car material. Quote KONZEN-SCHAFER LBR. CO., best prices. Blue Island Av. & Robey St., Chicago.

# Be Prepared for the Coming Boom! Best Machinery on Earth for

Bilge Sawn Keg, Tub, Slack and Tight Staves; also Circled Heads

All sizes. "Of Better Finish, with See Waste, Labor and Power" Built by

The Peter Gerlach Co., Cleveland, O.



## You have OLD CUSTOMERS

but NEW ONES

must be added constantly to move your Lumber these days,

To this end accurate knowledge of factory needs is essential.

We have this information in strictly un-to-date form, all tabulated and ready for instant use. It is proving a big asset in many bardwood offices these days. Can you afford to give your competitor this advantage?

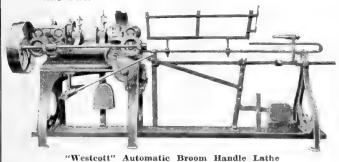
Let us tell you more about it. HARDWOOD RECORD, Ellsworth Building. Chicago, Ill.

### **Broom Handle Machinery**

The latest addition to our line of Broom Handle Machinery—the well known "WEST-COTT" Automatic Broom Handle Lathe. This Lathe has, for many years, stood at the front for the turning of broom handles. The quality and excellency of its product is unquestionably the best.

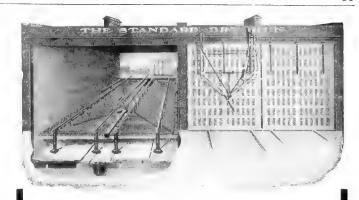
We are now in position to furnish an absolutely complete broom handle equipment, and, if required, design your plant.

Ask us for information about our Tumblers, Bolters, Splitters, Chucking and Boring Machines, and in fact anything you require in this line.



Cadillac Machine Company

Cadillac, Mich.

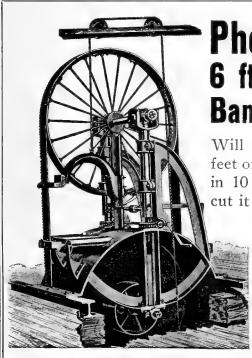


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-so, when we tell you that The Standard Dry Kiln will actually give you better results at less expense per year, you may think us overly enthusiastic.

### Better Ask Users

They are not prejudiced. They know the facts from their own experience. Get the long list of furniture and hardwood manufacturers who use The Standard Moist Air Drying System, and ask them about it. For list and descriptive catalog, address: The Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Ind.



### **Phoenix** 6 ft. Pony Band Mi

Will cut 30,000 feet of 1" lumber in 10 hours and cut it good.

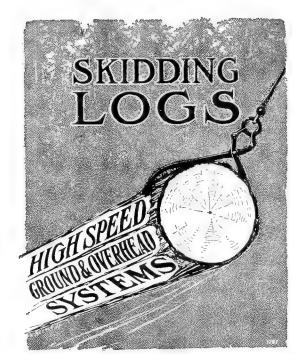
> Nearly 200 of these mills sawing wood in the U. S. A.

PRETTY GOOD RECOMMENDA-TION, ISN'T IT?

MODERATE PRICE

PHOENIX MFG. EAU CLAIRE

WISCONSIN



Our interlocking engine drums used on overhead systems reduce strain on main cable over 30%.

Write for Particulars

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NEW ORLEANS, LA. Woodward Wight & Co., Ltd.

SEATTLE, WASH. Lidgerwood Mfg. Company

### Birch and Maple

is our hobby

But we carry at all times a complete stock of

ASH-4, 5 4 and 8 4.

BASSWOOD-4 4, Winter Sawn.

BIRCH—4 4, 5 4, 8 4, 10 4 & 12/4.

ROCK ELM-5 + & 8 4.

SOFT ELM—4 4, 5/4, 6/4 & 8/4.

HARD MAPLE—4/4, 6/4, 8/4, 10/4 & 12/4.

SOFT MAPLE—4/4 only.

WIS. OAK-4, 4, 5/4, 6/4 & 8/4.

ALL GRADES. THOROUGHLY SEASONED AND

All Band Sawn

Write us for delivered prices on your requirements.

We Manufacture the Goods Here at New London.

### **Hatten Lumber Company**

NEW LONDON, WISCONSIN

### The Probst Lumber Co.

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Hardwood Lumber

CAR TIMBERS SWITCH TIES YELLOW PINE

Cincinnati, Ohio

### Rotary Veneers

Cottonwood, Gum Other Arkansas Hardwoods

We have had many years' experience in the proper manufacture and handling of this stock and are sure of ourselves and our product.

Helena Veneer Co.

COLFAX **Hardwood Lumber** Company

MANUFACTURERS

BAND SAWN

OakAsh Cypress Gum

COLFAX, LOUISIANA

GRAND PARISH LOCATED ON L., R. & N. CO.

### VENEERS AND PANELS

### Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS. VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed

veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

### Roddis Lumber & Veneer Co. Marshfield, Wis.

VENEERED PANELS DESK TOPS TABLE TOPS FLUSH VENEERED DOORS WAINSCOTING BENT WORK

SAW MILLS AT PARK FALLS, WIS

### Geo. L. Waetjen & Co.

MILWAUKEE

WISCONSIN

Our large stock of

### PANELS AND VENEERS

at all times assures the consumer of immediate shipments

If It's Veneer or Veneered We've Got It

Write for Our Monthly Stock List

### Every man is Partial To His Com goods But the progress of his business The last few years have seen a ke-markable expansion in our plant and organization - building after building has been added until now we have double the capacity of a few years ago. Fleris a Keason Every one of our products Rotary Cut clu Basswood ask & bird Lops + panels - Backs + seats Coal Langers and terms panels myoys the most exacting care and Superyou Can Easily From That Claim the Wiscousen Seating Co - Makers of Time- Proof Panels.

### Sliced Quartered Oak Figured Gum American Walnut

Cut to Dimension, Jointed and Taped, Ready to Lay ROTARY CUT

CHESTNUT ASH POPLAR OAK WALNUT PINE

Knoxville Veneer Co.

Knoxville, Tenn.

ARE THE PRODUCT OF HIGH GRADE LOGS, FIRST-CLASS EQUIPMENT AND OVER TEN YEARS' EXPERIENCE MILWAUKEE BASKET COMPANY, South Milwaukee, Wis.

#### $\mathsf{THE}$ STANDARD VENEER CO.

Manufacturers Rotary Cut Birch Veneers HOULTON, ME. MILL AND STORE AT STOCKHOLM, ME.-



### "Ideal" Steel Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

### ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

I. Stephenson Co., Trustees

WELLS, MICHIGAN

### EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

High Grade Maple

35M 12/4 No. 1 Common and Better 25M 8/4 No. 1 Common and Better 35M 6/4 No. 1 Common and Better 60M 4/4 No. 1 Common and Better 50M 5/4 Quarter Sawed Hard Maple

Strictly Lower Peninsula stock. Write for prices.

**FULL THICKNESS** 

BAND SAWN

QUICK SHIPMENT

### Strable Lumber & Salt Co.

Manufacturers of

Hardwood Lumber

Maple Flooring

SAGINAW. **MICHIGAN**  WE WANT TO MOVE:

WE WANT TO MOVE:
50,000 ft. 8/4 No. 2 and better Soft Maple.
150,000 ft. 4/4 No. 2 and better Soft Maple.
75,000 ft. 6/4 No. 2 Common Soft Elm.
30,000 ft. 4/4 No. 3 Common Soft Elm.
30,000 ft. 4/4 No. 2 Common Soft Elm.
100,000 ft. 4/4 No. 1 Common Basswood.
37,000 ft. 4/4 No. 2 Common Basswood.

### "Chief Brand" Maple and Beech Flooring

in 3, 5 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

### Kerry & Hanson Flooring Co.

GRAYLING MICHIGAN

We are members of the Maple Flooring Manufacturers' Association

### BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.

### VON PLATEN LUMBER COMPANY

Iron Mountain, Mich.

Have following stock at Boyne City, car or cargo shipments:

160 M ft. 4/4 No. 2 Com. & Better Red Oak 250 M ft. 4/4 No. 2 Com. & Better Beech

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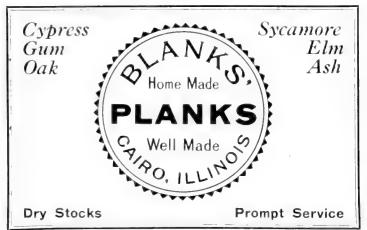
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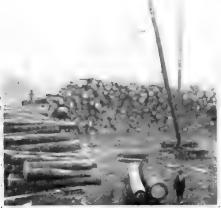
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## PdWood Record

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

### THE HARDWOOD COMPANY

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CHICAGO, DECEMBER 10, 1915

No. 4



### Review and Outlook



### General Market Conditions

AN ASTONISHING ADVANCE in demand for all low-grade hardwoods is the chief characteristic of the general market for the past couple of weeks. Some of the stocks in the North are very badly broken in the low-grade items, and the same report comes from hardwood mills throughout almost all the southern hardwood sections. This is mainly accounted for by the accentuated activity of all business, both domestic and export calling for immensely increased numbers of containers of varied kinds. The chief assistance for the low-grade situation has come from the box factories which are everywhere operating under almost forced regime. On top of this immediate call for the regular and special lines of boxes and other containers calling for rough hardwood lumber is the continued opening up of factory requirements at almost all points, it being confidently predicted by men who know what they are talking about that the furniture business and kindred lines will be closer to normal in the early months of 1916 than they have been for years past. That the combination of these various causes for large stocks of hardwoods will result in making a good many items exceedingly scarce and that a good many buyers who are closely in touch with raw material supply already realize this fact, is the pronouncement of the entire fraternity. More progress has been made in stabilizing prices in the last couple of weeks than for any period since this improvement in business was first noted. Actual reports of sales for northern woods shows a marked improvement. Some interesting figures along these lines will be found in the report of the Wisconsin meeting covered on another page of this issue. Corresponding strengthening of southern hardwood values is given authoritative weight by the actual evidence shown in representative orders for this class of stock. It still is, of course, unfair to assume that high figures are entirely representative, but they are becoming more so almost from day to day and have done more toward establishing a market in the past ten days or two weeks than for a considerble period before then.

The marked popularity of various period styles of furniture has altered the situation in some respects as to demand for certain cabinet woods. This has been most marked in the demand for solid mahogany lumber where a great deal of built-up stuff had been used. This doesn't mean that built-up stuff is not popular but there are a great many designs for certain kinds of period stuff which demand the solid woods and solid wood manufacturers are accordingly benefited. Without a doubt the quartered oak situation will be helped immensely by the same condition. As yet it

has not responded so actively as mahogany, which is in better shape than it has been for a long time, but it is going to respond in the near future and the response will be in proportion to the improvement in solid mahogany. Mahogany prices are very stiff and few orders are being placed for any quantity in advance. Orders of any amount that are coming in now are on the basis of increased prices and for stuff that will be shipped out within a reasonable period. In fact there are very few orders of any proportion for any kind of hardwood, except in some cases to jobbers, which do not show marked increase in price levels and provision for shipment within a reasonable length of time.

The veneer situation has been in the dumps for a long time, but the statement of one prominent veneer manufacturer this week is undoubtedly the opinion of the representative firms in this line. He maintained that in his many years' experience in veneer manufacture and distribution he has not seen such a generally favorable aspect for the present and future. He has been out on a trip of a week or two around the factories and found a decided desire on the part of buyers to contract for stuff for as long ahead as possible, and a corresponding indisposition on the seller's part to obligate himself on future shipments for radically improved prices. In fact, the general price level advanced materially in this period for the standard lines of veneer and the outlook points to a still further strengthening.

As a matter of fact it is reported that furniture manufacturers are figuring on a general advance of ten per cent in cost of raw material in wood and are shaping up their own prices on this basis. It would almost seem, though, their figures are low rather than high, if they are based on the cost of lumber and veneer for any considerable period ahead.

The situation, in view of continued unsatisfactory state of exports, is remarkable. It is difficult to say what would have been the result if the export stocks had been going out normally.

It is really difficult to arrive at a satisfactory set of figures which would be descriptive of market values for hardwoods, for no sooner is one level established than along comes news of an even better price from somebody else. The exceedingly broken condition of hardwood stocks at all mills is further reason why a price analysis of the hardwood situation is unusually hard, but it is almost safe to go on a basis of the latest and highest figures

Some of the railroad companies are beginning to near the end of their purchases for the present, but inasmuch as the bulk of these orders will continue to be delivered for a good many months this situation really does not mean anything. At the same time this

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All constitutions to a restrict the new year and holiday season with a more cheering, hopeful outliness of a restrict to the r

#### The Cover Picture

The Growk APHY OF CALIFORNIA AND NEVADAL shows in the cover picture illustrating this number of Hardwood Record. The sheet of water lies in both states, the line separating them passing through the middle of the lake. It is not an out of theway place although no sign of human civilization is visible in the picture. Many tourists visit the place during the summer, but it is not frequented in winter because the temperature is then below freezing and the snow is usually several feet deep. The picture was taken late in autumn after the snow had crept down the slopes and spurs of the mountains, but it had not yet reached the immediate shores of the lake.

The sheet of water lies at the source of the Truckee river and is known as Lake Tahoe. It is justly classed as one of the most beautiful water scenes in the world. It is twenty miles long and from eight to twelve wide, and is very deep. The surface lies 6,275 feet above sea level, and the Sierra Nevada mountains which form the background of the picture rise from three to four thousand feet higher. The ravines and sheltered places near the summit have snow the year round. In winter thick ice forms on the lake and it was formerly harvested in large amounts for shipment to the cities of California.

The lower slopes of the distant mountains are covered with timber, and a straggly growth extends far up toward the summit. Owing to the distance, this timber is scarcely discernible in the picture. Though the mountains seem to be only three or four miles from the point where the photograph was taken, they are really from twelve to twenty-five miles away, and some of the peaks are considerably farther. The clearness of the atmosphere causes the observer to underestimate the distance.

Some of the timber growing on the mountain slopes within sight is of commercial quality, but much of it is scrub. Practically everything is soft wood, but a few hardwood trees maintain their existence there. The principal soft woods are western yellow pine which is often called California white pine; Jeffrey pine which closely resembles the yellow pine, and is itself a yellow pine which may be identified by its apple-like odor; sugar pine, which is the largest pine in America and by the botanists is classed as a white pine; which is here approaching the southern limits of its range; whitebark pine, mountain hemlock, and western juniper. The last three named are high mountain trees and grow in all their glory among the peaks which look down on Lake Tahoe.

This mass of water impounded by the Sierras serves other purposes besides the requirements of a summer resort. The lake discharges through Truckee river and the water is utilized to irrigate the alfalfa meadows miles away in Nevada. The largest wooden water pipe in the world is used in that irrigation system. It is eight feet in diameter. A region formerly a sand and sage brush waste has been redeemed by the water from Lake Tahoe. This lake is fed by melting snow and by spring and autumn rains. There are no rains in that region during the summer, but there is always plenty of pure, clear, cold water pouring from the surrounding ravines into the lake.

There is no possibility that irrigation canals will drain the lake below its natural level, for the river forms the outlet, and its channel in the solid granite cannot be lowerel. An artificial dam has raised the vices sitiace a few feet, by that means code ting an enormous volume of water when there is a surplus flowing into the lake from the surrounding mountains, and holding it as a reserve until late in the sommer when it is needed to flood the cultivated lands in Nevada.

### What Would Happen If the Salesmen Were Called In?

This QUESTION SUGGESTS ITSTLE from the state of trade and stocks and prices. It is interesting to let one's mind dwell on the probable results of calling all salesmen back to the mills and head offices.

Wouln't this policy, if it were generally adopted, bring the situation to a definite status much more quickly than to continue to go after the business as usual? Wouldn't it satisfy the buyers first by giving them a chance to catch up on their requirements and to line up definitely what is wanted, and, secondly, because by bringing the condition of hardwood and veneer markets to a head more quickly it would enable the buyers to form definite ideas as to just what they will be forced to do by the rapid overbalancing of supply by demand?

Wouldn't this directly reverse the present situation, and by having the buyer go to the seller rather than the seller to the buyer quickly establish the exact status of stock conditions, determining what stocks are long and what stocks are short and prospects for replenishment in the near future? Wouldn't it put into effect a more logical price level based on actual demand rather than a level influenced so largely by the individual conditions of different firms? Some are long on this and some on that and after spending the money to actually go out to get the trade, they are much less likely to turn down the prospective order if by shading their price fifty cents or a dollar they would most likely get the signature, than they would be were the buyer to come to them with a proposition of his own. If such were the common policy, the levels that would be established would be natural and not artificial. They would be truly representative of the real worth of hardwood stocks at present and give a satisfactory criterion for the future. Doesn't this seem logically so first because there is undoubtedly not one lumberman in a thousand who expects or desires to get more than his lumber is really worth (of course, he is exceedingly anxious to get that); secondly, because while all might differ on selling prices when they are out competing on the road a price level commensurate with actual, intrinsic value for different stocks would be determined, which would be the logical point for prices to land if they were allowed to establish their own level in this manner.

Of course this idea is impracticable—we concede that in anticipation of anybody raising the question—but at the same time this policy, if universally adopted, would establish more or less of a millennium in lumber circles, or it would at least effect immediately a condition which is going to be effected within the next six months anyway and make the entire matter more satisfactory for everybody.

### Wisconsin Does Things

It's a LIVE BUNCH UP THERE IN WISCONSIN. Of course, like all the rest of the lumbermen they need to be prodded, coaxed, driven, coerced and pleaded with to get anything started, but once it is started it goes through with flying colors and that which is accomplished is usually of real moment. The Wisconsin operators are showing themselves to be at the forefront in the matter of advanced thought on methods of administration pertaining to all branches of lumbering. They do not devote themselves merely to good-fellowship gatherings but come together with the expectation of working, and they do work. Every man is in effect a committeeman on every important subject that is presented because every man has the privilege, and most of them embrace the privilege, of getting up and airing his views. The result is that when any question is decided it is decided upon the best judgment of the majority and not because two or three men want it

and the rest are too indifferent to have any ideas of their own. They accomplish things and their accomplishments mean the betterment of lumbering in Wisconsin, not alone as to increased markets and corresponding strengthening of values due to publicity work but in the matter of manufacture and the many problems which confront the active manufacturer.

R. B. Goodman, president of the association which embraces that territory, is doing things; but he is achieving results because his heart is in the work and because he has the personality and persistence and has really done things before. Wisconsin, while on the wane in its timber and probably in its output of lumber, is working in the other direction in its ideals of manufacture, its quality of products and its intensity of merchandising methods. Much more is planned for the future and much more can be confidently expected to be accomplished.

#### The Danger of Dumping

ANEW SCARE HAS APPEARED ON THE HORIZON. It is a threat which depends upon the future for its realization and for that reason there is some uncertainty connected with it. It has been termed the dumping menace and is an outgrowth of the war in Europe. It is feared that after the conclusion of hostilities the people of Europe will reopen their factories and run them to their fullest capacity. Their home markets will have low buying ability, and the world will be ransacked in search for places where the surplus of manufactures can be sold. The United States will be the mecca toward which all will look, and it is feared that so much foreign merchandise will be sent to America that our markets will be swamped and our home products will be crowded out by the cheap output from abroad. That is what is meant when the dumping danger is spoken of. Low wages abroad will make it possible for the foreign manufacturers to undersell us in our own markets.

Visionary politicians have been suggesting safeguards against this menace, some even going so far as to recommend that our consuls in foreign countries shall refuse to approve bills of lading for goods manufactured by labor so cheap that we cannot meet the competition. The remedy against such an invasion is, of course, a protective tariff, such as this country does not have at present. No other practical way of meeting the threatened deluge of foreign merchandise has been suggested as yet.

Lumbermen are concerned, of course, in whatever affects general business, and to that extent they take due notice of what is likely to happen to our import trade; but there is no reason to fear any considerable unloading of foreign lumber upon the United States. Countries across the seas have only a little and of certain kinds to spare. Japan can send some oak to our Pacific coast, but it is doing that now and no great increase need be anticipated. Sweden may ship some pulp, but no more than in the past. Canada is on our own side of the sea, and while it may sell some shingles, and pine and fir lumber on our side of the line, it will buy more of our lumber than it sells of its own to us; so our general lumber markets are not seriously menaced by Canada's sawmills. Mahogany, teak, padouk, ebony, and other foreign hardwoods of the cabinet class, do not come from the countries now at war, and trade in them will be about the same after the war as it was before. On the whole, lumbermen in America have little to fear from foreign lumber sent here.

That is not the whole question, however. Though our home market for lumber may be safe, so much cannot be said for our foreign lumber markets. We have worked hard to build them up and to extend them. We are now supplying markets formerly held by European lumber. The war has made that possible.

When the war ends, can our lumber hold those newly-acquired markets? That is the problem which time and circumstances must answer. Russian, Swedish, Norwegian, Roumanian, and Austrian lumbermen will make a hard fight to win back the markets which American lumber captured during the war. American exporters must be prepared to meet that issue.

We hold the cards which may win that game if they are properly played. Our lumber is of a higher grade than the output of European mills. Our timber is larger, older, clearer of knots and more free from other defects than most of that growing in European forests. This ought to enable us to hold the markets we have won beyond the sea. The superior qualities of American lumber, and its greater value, should be impressed so thoroughly upon buyers there that they will see it to their interest to continue to buy of us after the war closes.

#### Knowledge Versus Haphazard

Wisconsin and michigan are blazing new trails. Each is providing at public expense a series of lectures and instruction on the uses of wood, free to all who care to attend, except a very moderate charge for books and stationery. Both states are proceeding along lines which are essentially the same. The course of instruction extends over several weeks and is in charge of experts who thoroughly understand the subjects to be covered. The purpose is to give practical information to users of wood to enable them to work intelligently, and to reach a better understanding of wood as a material entering into the daily affairs of the people. It is not intended that the course of study offered shall make foresters of those who take part, for the theories and much of the practices of forestry are left out, and wood already grown and ready for use is taken as the basis of the teaching, while instruction is given which is calculated to lead to a better understanding of wood's character and qualities, and the best ways of using this common and valuable material.

Regular forestry schools teach all that and a great deal more, but the work now being undertaken is among the first efforts made to give practical instruction to users of wood on topics which directly relate to their business. This is a noted departure from the old method, or more properly from the oldtime lack of method, which left the workman to learn by experience. All they ever learned about seasoning, painting, cutting, matching, and handling wood they found out for themselves by experimenting, inquiry, and observation. It was so slow a process that many woodworkers spent much of their lives in learning, and many persons never learned much. At best, observation did not extend much beyond the man's immediate surroundings. A few fine mechanics developed under such conditions, but that result was reached in spite of disadvantages and because now and then a man of superior intelligence and great industry was able to advance in spite of drawbacks. Some work in wood was done two thousand years ago as good as the best of today, but there was not much of that kind.

All other trades, occupations, and professions are receiving technical training, and why should not the woodworker have it? Why should he continue to plod along after a haphazard fashion when knowledge and system are seen everywhere else? The farmer no longer plows and sows, reaps and threshes in the old way followed by his ancestors. The fruit grower no longer lets sour pears and "connycajig" apples occupy prominent places in his orchard, for he knows better. The stock raiser has no place now for the razor-back hog that was built for speed like a race horse, but he stocks his pens with better breeds. He has been educated out of the old way. The same holds true of nearly every occupation. There is no reason why the user of wood should not have some of the benefits of knowledge, without spending half of his life finding things out by experience.

The movement to that end is under way. The mention of Minnesota and Wisconsin in connection with the educational work in the uses of wood does not imply that other states are doing nothing. Several states have tackled the problem. It is a field in which a great deal of work can be done with profit. Lumbermen and timber owners are anxious to extend and improve the utilization of wood, and the opportunity is now before them to do it by lending encouragement to the educational wood-using campaigns.

Some of the vehicle woodstock manufacturers who thought it wise to shut down for a while have lately been loaded up with orders from abroad and are now very busy.

Those in the trade who have inclined toward a winter trip to Egypt may well change their route to advantage and make a winter visit to the Latin-American countries, and make it a good business trip as well as one of sight-seeing.



### Some Valuable Hemlock Information



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the second of the transfer ber and believing that the hemlock trade will be benefited by the general discontinuance of the practice of marketing the product of resawed hemlock without grading, this firm on I" board basis, but it is understood that this promise shall be in effect when ninety per cent of the members of the association have signed the same promise and we have been notified by the bureau of grades accordingly," Well over ninety per cent of the production of the association is represented in the signatures finally affixed to the promise, hence the matter is now in effect. Discuss United by Mississian G. Mathons

J. J. Lingle presided at the discussion of uniform manufacturing methods. The principal feature of this discussion was the reading of two letters on the subject, one by J. J. Ott, general manager of the John H. Kaiser Lumber Company, and the other by Mr. Klass of the Holt Lumber Company. Mr. Ott, after outlining his ideas on proper manufacturing of lumber which recommended sawing sound stock into 2" and defective stock into 1", thus producing more lumber and reducing the edgings, said that all lumber after leaving the edger and trimmer should be between 95 and In per cent square edge and that strict adherence to standardized grades and manufacture for the purpose of giving hemlock all fair advantages in maintaining its markets should be enforced. He then went into a discussion of northern hardwoods, saying "the time is rapidly approaching when northern hardwoods, especially birch, will be sought by consuming manufacturers on a good face grade, thereby reducing the purchase value and serving the purpose instead. We have knowledge of several firms of reputable standing that are now in the market for birch lumber on a good face grade, and I make the prediction that the leading hardwoods manufactured in this northern country will of necessity be changed materially to more grades of lumber and graded from the good face. 22

Mr. Klass' paper dealt mainly with a series of letters received expressing opinions of prominent men in the retail, wholesale and manufacturing business, who are well qualified to describe the market for structural lumber in hemlock territory. These give a remarkably strong endorsement of hemlock in speaking of its future.

#### Afternoon Session

The meeting then adjourned until 2 p. m., when the afternoon session opened with a discussion of uniform grades in putting up merchantable hemlock, W. J. Kessler being in the chair. E. A. Hamer expressed himself as believing that too many are shipping too much Number 1 in merchantable rather than strictly 50-50 Number 1 and Number 2 which is all that is called for in this grade. He said that a 5 per cent difference in proportion between the No. 1 and No. 2 made a reduction of fifty cents per 1,000 feet on the actual value of stock sold. He stated that it is necessary to establish uniformity in making up of this grade and to hold members to it, and that 50-50 merchantable grade will be able to meet West Virginia and Pennsylvania competition.

In discussing the question of trade marking, E. A. Hamar read an article on the question delivered before the National Lumber Manufacturers' Association meeting at San Francisco. On motion this matter of trade marking lumber was referred to the bureau of the first to the form of the first most try, with a definite

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George Robson and the clair for the discussion on uniform methods of selling. Under the question of terms of sale the present to be successful to the second second they will be strictly a transfer to the petities as the second to be as on was on statistical information on cut, shipments, stock on hand, sales reports, etcy the firm a from him they been exceptation of a motion by A. L. Osborne and its acceptance to the effect that the president appoint a committee of twelve sales managers to work out a plan to cover all features of this question, giving statistics on long and short stocks, market information covering various centres in which hemlock enters into competition with yellow pine, fir and other woods, giving the competitive situation for those woods, also giving values of hemlock as compared with values of competitive woods in all such points, this committee to be gotten together once a month and to start immediately with all authority and to be constituted as a permanent body. The motion was enthusiastically adopted.

The suggestion that yellow pane lists be used as a comparative basis for hemlock was referred to the committee above described.

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On the question of market conditions, C. A. Goodman reported for birch, basswood and elm. He admitted the figures he gave were gathered with difficulty owing to rapid changes in the situation and divergence of opinion in securing reliable data, also owing to the short time provided to get them up. Mr. Goodman said it was hard to report on conditions as stocks are much broken and figures thrown out of balance. He said that many of the figures might not be accepted as representative. Some of the figures are based on sales of the past few days.

The figures based on Wausau basis for birch show 4/4 1s and 2s to be worth around \$42, No. 1 common \$22, No. 2 common \$15 and No. 3 common \$11. He said some sales had been reported for 1s and 2s at \$38 to \$40, and \$18, \$19, \$20 and \$21 for No. 1 common. Mr. Goodman said No. 2 common was rather druggy and has held around \$14-\$15, and that No. 3 common had sold as low as \$7.50 at the mill three months ago. Regarding 5/4 birch the figures give \$43 for 1s and 2s, \$24 for No. 1 common, \$15-\$16 for No. 2 common and \$12 for No. 3 common, with 1s and 2s rather scarce. The price for 6/4 birch is one dollar more for 1s and 2s with Number 1 and Number 2 very scarce.

The following are figures given for \$74 birch: \$45-\$46 for 1s and 2s, \$26-\$28 for No. 1 common and \$16-\$20 for No. 2 common. According to the report 1s and 2s are in very fair shape, with No. 1 common exceedingly scarce. The 10/4 stock Mr. Goodman pronounced as being very uncertain, with values ranging up to \$54 for 1s and 2s, \$40 for No. 1 common, \$32 for No. 2 common and \$12 for No. 3. 12/4 stock he said is not moving well and will probably sell for less than 10 4 stock.

As for basswood, he said this is not so active as birch and 18 and 2s would possibly be worth on a basis of sales made in the last two weeks for 4/4, \$36 for FAS, \$24 for No. 1 common, \$17 for No. 2 common and \$14 for No. 3 common. For 5/4 grades the prices would be \$38 for 1s and 2s, \$26 for No. 1 common, \$18 for No. 2 common and \$15 for No. 3 common. For 6/4 stock, \$38-\$40 for 1s and 2s, \$28 for No. 1 common, \$18 for No. 2 common and \$15 for No. 3 common. For \$4 stock, \$42 for 1s and 2s, \$30 for No. 1 common, \$20 for No. 2 common and \$16 for No. 3 common. For 10/4 and 12/4 grades, \$48 for 1s and 2s, \$34 for No. 1 common, \$24 for No. 2 common and \$16 for No. 3 common. No. 2 and No. 3 common basswood Mr. Goodman pronounced not so plentiful as it was a short time ago.

In describing soft elm markets, Mr. Goodman said 4/4 in good widths would run respectively about \$35, \$24, \$16 and \$12-\$14. For 5/4 grades, \$37, \$27, \$17 and \$17-\$17.50. For 6/4 and 8/4 grades, \$38, \$28 for FAS and No. 1 common and \$17 for No. 2 6/4 and \$20 for No. 2 common 8/4 and \$17 and \$17.50 for No. 3, 6/4 and 8/4. For 10/4 stock the prices would be about \$44, \$30-\$32, \$22 and \$24. Ash, according to Mr. Goodman, would sell all along at about \$1 less than elm.

Speaking further of ash, Mr. Hamer said the contracting trade is willing to pay considerably more than it has for some time, the price for No. 2 common and better 4/4 stock being around \$35. He said the 4/4 No. 3 was selling low, in fact as low as for \$13 to \$13.50 in Chicago, but is now bringing much more money. Maple is in good demand in 4, 5, 6 and 8/4 good No. 1 common and better grades, and is sure to be in much better shape, with 2" exceedingly scarce and flooring stock in excellent condition. There have been large stocks of No. 3 common but many mills are now

entirely cleaned up on this stuff and a great deal more money is now being realized for general run of maple than heretofore.

Mr. Harder, in speaking of the hemlock situation, said it has improved in price materially in the last thirty days, also that the volume at going prices is much better. He instanced one firm that recently sold 20,000,000 feet at a price of \$1.50 over figures prevailing thirty days ago.

Mr. Robson stated his firm is getting lots of business from northern Illinois from which territory they have not been getting orders for a good many months past.

C. H. Worcester expressed the opinion that the furniture business will be normal for the year 1916 and that the outlook is very excellent for all kinds of hardwoods.



### Interesting Traffic Developments



Six decisions affecting lumber were handed down by the Interstate Commerce Commission during the past two weeks. The most important ruling to the hardwood industry is that in the case of Maley & Wertz, engaged in the manufacture of hardwood lumber at Evansville, Ind., Memphis and Nashville, Tenn., against the Louisville & Nashville Railroad. The suit was brought by the Nashville Lumbermen's Club. An extract from the opinion, which was written by Commissioner Clements, is as follows:

It is alleged that effective on June 16, 1912, the defendant amended its transit rules and regulations by requiring shippers to keep detailed records and make daily reports of the receipt of all logs and to segregate each species of wood and lumber manufactured from the different varieties of logs, and by providing that the transit rate would not be accorded on a shipment of logs inbound unless an equivalent outbound shipment of lumber of the same species were made. The charge is made that the requirement of a segregation in claims and reports of each species of logs and lumber and the requirement that detailed records be kept and daily reports be made are unjust and unreasonable and unjustly discriminatory. What in substance complainants desire is that all hardwood logs shall be regarded as one species and that the "kind for kind" rule be abrogated, which, if done, would make unnecessary the keeping of the records and the making of the reports now required.

Complainants generally buy logs of the different species of hardwood timber, oak, ash, maple, poplar, etc., sometimes all at the same point and sometimes at different points, and these logs are shipped to their respective plants without being separated in the cars, and occasionally shipments are billed as logs without any designation of the kind or kinds, although the tariffs require such designation on the hilling. The local tariff rate, called the gross rate, is paid on the logs when they move to the mills. Thereafter within 12 months when the lumber from any particular kind of logs is shipped out at the local rate to point of destination the defendant refunds a portion of the inbound rate on a sufficient quantity of logs of the same kind to make the lumber shipped out, it being estimated that three pounds of logs make one pound of lumber. The rate resulting by deducting the refund from the gross rate is called the net rate. The logs from which this lumber is made may move from different points of origin from which different amounts of refunds are applied. To illustrate, cars of oak logs may move from different stations from which the amount of the refund varies widely, and the manufacturer may use any inbound expense bills to obtain a refund when he ships out his oak lumber, and as no differentiation of oak logs is made because of the point of origin he naturally uses the inbound expense bill which yields the highest refund. If when the manufacturer ships out poplar or maple lumber he could use an inbound expense bill on shipments of logs of whatever species, the opportunity to utilize the inbound billing yielding the greatest refund would be increased. It is the lack of this opportunity which is the gravamen of the complaints.

Hardwood timber does not usually exist in sufficient quantities to justify the location of mills at the points where it grows, thus making necessary the location of mills at somewhat central points, to which the logs are hauled and manufactured into lumber. Different species of bardwood timber grow on the same land, and when the logs are cut it is more economical and is ordinarily necessary that all kinds be taken away at the same time. Although, as stated, mixed kinds of logs are shipped, the lumber made from the different species is separated in the yards.

The underlying principle of all transit arrangements is that the same commodity which moves to the transport point shall move therefrom in a more or less changed form. To require absolute identity of inbound log and outbound lumber would destroy, of course, the

value of the transit accorded these complainants, because of the impracticability of tracing each log or shipment of logs to the lumber produced therefrom; but complainants' contention that because such absolute identity can not be secured there should be permitted a further substitution by according to hardwood logs the net rate to the transit point upon shipment from such point of the required weight of bardwood lumber, without regard to the kind of logs or of lumber, is not sound. The argument from the premise that a regulation is not perfect fails to justify a conclusion that a less perfect regulation should be substituted.

The records and reports required to be kept and made by complainants as conditions precedent to obtaining the transit refunds are necessary to make effective the kind for kind rule, and if that rule is just and reasonable its necessary incidents must be.

The rules here complained of are similar to those considered by the Commission in National Casket Co. v. S. Ry. Co., 31 I. C. C., 678, 698, and what was there said in conclusion is applicable here:

We are convinced, as before stated, that the kind for kind rule does minimize unlawful substitution, and in the absence of any suggested efficient substitute therefor we are not prepared to find that the requirements in respect to the reports are unreasonable.

Complainants presented testimony tending to show that the transit

Complainants presented testimony tending to show that the transit rules of the Illinois Central Railroad Company are more liberal to shippers of logs and the products thereof than are the rules of the defendant carrier here complained of; that on defendant's line different colored corn may be substituted the one color for another, and that spring wheat and winter wheat is rated as one commodity for the purpose of applying transit refunds, that less frequent reports are required to obtain transit rates on wheat than on logs, and that no segregation of different kinds, grades, or staples of cotton is required. It was shown that the defendant maintains the same transit rules relating to logs and lumber at all points on its line. Neither any one nor all of the facts proved by complainants constitute proof of unjust discrimination.

It was suggested in cyidence, although not alleged in the complaint, that the limitation of twelve months within which to use outbound billing of lumber to obtain a refund from the gross to the net rate on logs is too short. Upon consideration of the facts of record, however, we are not of opinion that the limitation is unreasonable.

Without any allegation that the inbound rates on logs were unreasonable, complainants, over the objection of defendant, presented testimony seeking to prove that such rates as at present maintained are too high. The reasonableness of these rates is not in issue here and is therefore not determined.

Upon consideration of the facts of record we are of opinion, and find, that the transit rules and regulations complained of are not unreasonable or unjustly discriminatory.

36 I. C. C.

In the case of the Beekman Lumber Company of Kansas City versus the Tremont & Gulf Railway Company upon complaint that the Southern Railway was negligent in not transmitting reconsigning orders to connecting carriers in order that complainant might take advantage of more favorable rates than were charged, it is held, that the allegations of the complaint have not been sustained and complaint dismissed.

In the case of the C. L. Gray Lumber Company of Meridian, Miss., versus the Alabama, Tennessee & Northern the rate of 20½ cents per 100 pounds for transportation of lumber in carloads from Ward, Ala., to Memphis, Tenn., was found to have been unreasonable to the extent that it exceeded 14½ cents. Reparation was awarded.

In the case of the Eastern Oregon Lumber Producers' Association

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humber cases: Daluth Log Company vs. Chicago, St. Paul, Minneapolis & Omaha Radroad; Clark & Wilson Lumber Company vs. Spokane, Portland & Seattle; E. A. Engler Lumber Company vs. — Northern; H. S. Souder vs. Philadelphia & Reading; Darvey V. V. key & Co. vs. Appalachicola Northern; International dimester company vs. C. C. C. & St. L.; Wood & Iverson vs. Northern Pacific; Hon-Tomlinson Company vs. Louisville & Nashville; Luedinghaus Brothers vs. Northern Pacific; E. A. Souder & Co. vs. Norfolk Southern; Lyons Cypress Lumber Company vs. Yazoo & Mississippi Valley; East Union Lumber and Manufacturing Company vs. Illinois Central; St. Landry Lumber Company vs. Southern Pacific; Columbus Lumber Company vs. Mobile & Ohio; Mississippi Lumber

Company vs. Mobile & Ohio; Canyon Lumber Company vs. Great Northern; Copalis Lumber Company vs. Northern Pacific; American Lumber and Export Company vs. Louisville & Nashville; Wilbur Lumber Company vs. Chicago, Milwaukee & Gary,

The country not has or even the respecting, for rehearing, of an interesting tap line case involving the Louisiana & Pine Bluff Railway Company and the St. Louis, Iron Mountain & Southern. The Wiscosin Lumber Company is the concern directly interested. The matter in controversy has to do with the physical conditions at interchange points, the distances between mills and junction, allowances on log rates, the application of junction point rates to tap line points and other matters not fully covered in the third supplemental report of the commission.

Oral argument of the following cases has been assigned as follows:

January 5. Snow Lumber Connection Release, Charlotte and Southern Railway,

January 7 - Trevler Lumber Contrary V. P. B. & W.; Northern Lumber Contany v. Southern

January 13. Lumber rate from 1 and an we term territory. Northern Pine Manufacturers' Association vs. C. & N. W.

January 18 .- Inman Paulsen Lumber Company vs. Southern Pacific.



### Freight Advances Postponed



Lumber interests in Memphis are much pleased with the announcement by the Interstate Commerce Commission of the decision to postpone the effectiveness of the tariffs issued by southern roads, advancing rates on lumber into Central Freight Association Territory from Memphis and southern producing points to the extent of 1 to 4 cents per hundred, until March 30, 1916. The decision is the direct result of the statements made before the commission by J. H. Townshend, secretary and general manager of the Southern Hardwood Traffic Association. He appeared personally before the commission some time ago. Two other members of this organization were also present and the Southern Hardwood Traffic Association is congratulating itself on the effective work done before that body by the representatives sent to Washington for that purpose.

This postponement means that the case will be fought out on its merits. The Southern Hardwood Traffic Association will look after the interests of the southern hardwood lumber industry and already steps are under way looking to the preparation of the necessary data and evidence to convince the commission that this advance should never be allowed to become effective. The railroads, however, have made up their minds that they are going to have the increased revenues from the handling of southern hardwoods and it is a foregone conclusion that the contest before the commission will be one of the hottest in the history of either the roads or the lumber business.

Laying aside the question of ultimate victory, the postponement of the advance is a big help to southern hardwood interests. Readers of the Hardwood Record are familiar with the fact that the heaviest portion of these advances will fall upon gum. They will likewise recall the statement that it would be necessary for a number of the big manufacturers of gum lumber to close down their plants because of inability to pay the higher freight rates and still get away with a profit sufficient to cover their operations. In fact, some of them were already prepared to close down their plants preparatory to the enforcement of the higher rates by the railroads on December 1. The postponement, however, has already resulted in abandonment of plans for curtailing output because the advance cannot become effective for several months at the very earliest. In fact, it is postponed, as already stated, until March 30. In the meantime, lumber interests feel that it may be twelve to fifteen months before the issues involved are finally settled, with the result that they feel that they have already gained a substantial victory in the postponement of the effectiveness of these higher rates. The commission has fixed no time for the taking of evidence in this case but it is expected that such action will be taken in a short time.

The action of the commission in postponing these advances was something of a surprise to many members of the hardwood trade. The commission some months ago granted the railroads the right to higher rates from Memphis and southern producing points to Ohio river crossings and the advance into Central Freight Association territory was regarded by the roads as a corollary to this former victory. However, the commission has already said its word and it is in favor of the lumbermen, with the result that the latter are disposed to congratulate themselves and to take the necessary steps to make the victory a permanent one.

### September Lumber Exports

The exports of lumber and logs of all kinds from the United States in September of this year are shown in the following figures, with data for comparison with the corresponding month of 1914.

1914	1915
Logs and other round timber \$ 35,525	\$ 79,445
Square timber 347,504	364,308
Lumber	2.628.511
Railroad tles	168.442
Shingles	4.835
Box shooks	167,313
Barrel shooks	64,205
Staves	416,962
Heading	9,004
All other cooperage	269.831
Doors, sash, and blinds	27,999
Furniture	241.762
Empty barrels	38,489
Incubators 2,013	2,704
House fluish	24.111
Woodenware	38,731
Pulp	51,347
All other	702,890
THE VEHICLE CONTROL OF THE PARTY OF THE PART	
Total\$4,032,484	\$5,313,8 <b>25</b>

Since the average business man spends a large part of his waking hours at his work he should seek to make his surroundings there as comfortable as is consistent with the nature of the business. A chicken coop office or a dirty factory full of dirty machines is neither comforting, inviting nor inspiring.



### The Inventor of the Dove-Tail Joint



A recent number of the London Timber Trades Journal contained an imaginary account of the invention of the dove-tail joint in woodworking, and the credit is presumably claimed for some early English carpenter. The article is illustrated with a picture which, it is said, suggested the invention to the carpenter "who was out of nails" and wished to join boards together. Two rows of pigeons, facing in opposite directions, with their outspread tails interlocked, furnished the suggestion which the carpenter is said to have put into practice and thus discovered the well-known joint in wood-working, according to the story in the London trade paper.

The story is very nicely told, but it is not sufficiently ancient in its setting to meet the requirements of the case. The perfect dove-tail joint was in use thousands of years before any carpenter in England had occasion to puzzle over the proposition. The English story is on a par with Pindar's account of the invention of the violin.

There is in the Field Museum, Chicago, a boat 4,500 years old made of cedar of Lebanon. A similar boat is in the Carnegie Museum, Pittsburgh, and three others are in existence on the other side of the sea. They were dug out of the Nile mud a few years ago, where they were buried in some funeral ceremony 2700 years before Christ.

The point is that these boats, which are large enough to carry forty or fifty people each, were made without a nail or metal fastening of any kind. The planks were dove-tailed together. The modern carpenter is usually satisfied when he has dove-tailed boards end to end; but the Egyptians knew how to dove-tail edge to edge, and make a water-tight joint of it. The modern joiner makes the dove-tail joint with two boards only, one fitting into the other. The Egyptian was able to use a third piece to fit between and into the other two which it held together.

The art of dove-tailing was not confined to Egypt in ancient times. The Assyrians joined blocks of stone in that way. Old dams in the Euphrates river, connected with irrigation works which long antedated the reign of Nebuchadnezzar, may be seen to this day, with blocks of stone dove-tailed together. In some instances the third piece was used, after the manner of the ancient Egyptians in their woodworking; but in the case of stone structures the third piece was some metal, usually lead, which had been melted and poured into the milled groves of the stone and thus held the two blocks together.

No human being knows when the Chinese first employed dovetailing in carpentry. They have been using it since a time "whereof the memory of man runneth not to the contrary." They use it today. Take a walk through the Chinese quarters of Chicago and notice the boxes being unloaded from wagons in front of stores. They have just arrived from China and contain merchandise of every sort from firecrackers to the finest silks, and they range in size from a peck to a barrel, and the lumber varies in thickness from a quarter of an inch to an inch and a half.

Dove-tailing is the usual method of this box making, though some nails are occasionally used. It is not uncommon for a box to be further strengthened by wrapping it with rattan hoops. In these Chinese boxes doubtless the same workmanship is seen that was in use in China in the days of Confucius and Mencius, and the Chinese methods today probably are much like those employed by old boat builders of Egypt. At least, the finished work looks much the same. It is, therefore, interesting to know how the Chinese saw out the cuttings for their dove-tailed joints.

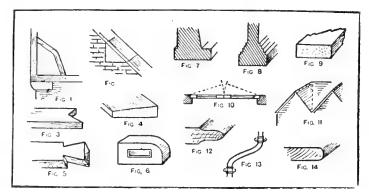
Some use modern tools, of course, and do the work as others do it; but in some parts of China every groove and every fitting tongue is cut separately. The saw is nothing more than a piece of wire five or six inches long, hacked with a knife to make notches to serve as sawteeth. This wire is stretched in a frame, like the string of a bow, and with it the Chinese carpenter mills his wood for the dove-tailed joint.

The evolution from the earliest handwork in dove-tailing up to the present perfected machine milling, has taken thousands of years. Vast improvement has been made in the method and speed of working; but the finest machine of today in the hands of the best mechanic could not teach anything to the old Egyptian boatbuilders who were able to make joints that would hold during 4500 years.

#### Nature in Technical Terms

Architects have copied nature since the pyramids of Egypt and Yucatan were shaped like mole hills, and since the Greeks patterned their decorations after leaves and vines. Chinese roofs are modeled after the concave tent roof; Gothic windows copy the arch made by the branches of parallel rows of trees that grow close together.

Details in architecture follow the same rule as the larger structures, and names of natural objects have been given to many of those details. The fourteen commonplace figures that follow will illustrate this:



When building was of a rougher kind, and unworked pieces of timber were used in house building, naturally the word "tree" would come to be used for any piece of timber, hence we find "roof-tree," "gantry," and so on. Then crooked pieces used in half-timber work were called "knees;" see Fig. 1. This word suggests "kneelers" (Fig. 2), as applied to solid pieces of coping used to give bond and support in gables. "Threshold" calls to mind the time when thrashing was performed at the house door.

Birds evidently must have been favorites with the old workmen, for we find "bird's-mouth" (Fig. 3), used for a particular cut in woodwork, as well as "feathered;" see Fig. 4. Then there is a "wing" of a house, and a certain joint in joinery is named a "dovetail," as Fig. 5.

The farmyard comes in, too, to supply a few terms, as "bullnosed" in bricks, and also "frog" in the same, see Fig. 6; "dog's hind leg," used as an uncomplimentary description of crooked work, or an awkward staircase. In walling the expressions "toe," "footing," "heel" (see Figs. 7 and 8), and other references to the human body come in, not to mention a "squint" quoin (Fig. 9). Trees appear as "leaves" in folding doors (Fig. 10). Inanimate nature turns up in roofing, as "ridge," and "valley;" see Fig. 11.

Some terms have become distorted into nature, as "dragging tie" into "dragon tie," "rebate" into "rabbet." Even tools get some of their names from the familiar objects of country life. The joiner uses a "plow," and often forms a "lamb's tongue" molding (Fig. 12). A "swan's neck" bend (Fig. 13) is to be found in the pipes used to convey water from a roof to the ground, as well as a "head" and "foot." A "mouse" is turned to account in threading a saab cord, and is not a stair tread "nosed" (Fig. 14.)

There comes an ideal time for everything—even for kiesing your best girls—and the ideal time for the consumer to lay in a stock of lumber is right now.

### Experience Talks on Woodworking



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The main thing a vencer press is built for is to exert pressure, but one of the main problems in building it is to create facilities for get ting stock into and out of it and for putting on and releasing the pressure in the shortest time and with the least labor,

Sense and developing give although to decay but weather than in cold, but a journal too heavily loaded or without sufficient Inbrication will run hot regardless of the weather.

Satisfy a does tower as idents. Peace a chais result in less time lost.

The factory or placing null using a lot of small saws, which does not have a schooling pointing room and an expert in charge of it is passing by one of the good chances to get better work and higher efficiency.

Cutters are cheaper than labor. When a man has to grind cutters, first to one outline, then to alter another, and all the time the mouldings required are stock sizes, it is at once a penny wise and pound foolish idea, for not only is there a waste of cutter, loss of time, reduction in the size of the emery wheel, but a machine lying idle which should be earning money for the owner.

Time, patience, and free cutting sandpaper on machines and belts will reduce the amount of hand work in the finishing room, which is an item of no mean size.

The direct motor drive on planers now means more than it did when they first started to use motors for this work. Today it means coupling motors direct to the cutterhead, whereas formerly the motor was connected to the countershafts of the machine and the cutters were driven with belts.

When using grease cups, study is necessary to determine just how much the cup should be revolved each time the machine is oiled up. No grease finds its way into the bearing except when the cup is turned ahead a bit, so as to force out some of it. The man who has charge of the oiling should find out by actual trial just how far it is necessary to turn the cup in order to force out the required amount of

Did you ever, after putting your circular saw in good order and starting to resaw, find your saw inclined to run or snake, and wonder what the trouble was? Perhaps the feed rolls are a little too close together and pinch the board too tightly. Try easing up on them a little.

The imitation of wood on metal furniture is some compliment. but the use of more wood in the form of veneer, and less imitation would be more satisfactory, particularly to the lumberman.

If the good machine man groomed his machine every day with the same care that the good teamster grooms his horse, the depreciation in machinery would be much less.

A dirty glue pot not only looks bad, but is bad. The only way to get the best results from glue is to keep the pots and brushes clean and use fresh glue all the time.

On the subject of accidents much has been and will be written, for they will occur. Some of the worst accidents happen in connection with machines not usually considered dangerous. Some-

the specific of the state of the state of the specific of the second of the state of the second of t and not in use. In ripping a small wedge, off the edge of a board, the level gut the wedge of the vot straight lack and up, squarely and the operator serve. The few tack among jour, with his eye put out. Had the guard been in place it would have caught the wedge and saved the man's eye. Saw goards, jointer guards, and all guards should be in shops and in constant use. Unfortunately some operators dislike to use them and the result is sometimes serious.

> One of the most dangerous pitfalls in every manufacturing business hes in either inability or unwillingness to know the exact cost of production. Competition is becoming keener every day, and a few cents, more or less, either way may mean ultimate success or failure. There is no information placed before the manufacturer that is more important than an accurate computation of the cost of each article which he makes,

> When you put in a new blower system, or overhaul the old one, bear in mind the convenience of floor spouts here and there, and add them wherever needed.

> Fireproof dry kilns are desirable things that every factory should strive to get, but one should not lose sight of the fact that a kiln is wanted to dry lumber, and the first consideration is to get it so it will do that properly.

> There is a tendency on the part of some millmen to deplore the number of special and detail moldings they are required to put out. One of the easiest ways to remedy this is to control instead of hinder this tendency of the times. One way is to furnish all architects whose work comes regularly to the factory with a number of special trim designs. Many people desire something different from the eternal sameness of the standard molding book, and take readily to new designs furnished in this way, if of pleasing symmetry. One firm worked up a special line of "craftsman" molding and trim in just this way. The designs took so well with the architects, who were often saved work, and their patrons, that the outside special-detail molding work was almost eliminated.

> When we see a man ripping good wide stock into thin strips for moldings, or for small dimensions, we must persist in thinking about the scrap piles and edgings that accumulate around so many places, that are good for just these things and nothing else.

> Speaking of the use of muriatic acid in brazing saws, do some of those who use it regard it as having fluxing properties, or is it merely an agent for cleaning the surface of the lapf

> There is not nearly so much business in scroll brackets to use up scrap stock around the planing mill, as there once was; but still there are plenty of other uses that do not involve quite so much work.

> A man who operates a machine without learning where and how to oil all the moving parts, may learn something about mechanics, but he misses the very first lesson, without which he is not likely to make a success.

> If one has a planer designed for dressing wide stock, and runs narrow stock on the machine, some pains should be taken to see that the work is varied and distributed evenly on the bed; otherwise when it comes time to dress wide stock, the machine may be in bad shape.

> A filer once had a 22-gage resaw that his swage wouldn't swage. He tried a spring set, and got it about three times too wide. It made a little fuss, because it left most of the teeth in the board.



### Pertinent Legal Findings



Queries on questions arising on any points involving the law as it is applied to lumbering and allied industries will be given proper expert attention through this department if submitted to Hardwood Record. There will be no charge for such service, but Hardwood Record reserves the right to publish questions and answers without designating names or location of inquiries unless specifically requested not to do so.

#### Phases of Lumber Sales Contracts

In a suit by the Acme Lumber Company against the Board of Commissioners of the port of New Orleans to recover for lumber sold and delivered to defendant board, and to recover damages for refusal of the board to accept delivery of all the lumber contracted for, the Louisiana supreme court decided the following points:

Under a contract for sale of "B grade" lumber, to be delivered and unloaded by and at the expense of the seller, and measured and graded by the purchaser's inspectors, whose decision is final as to grade and measurement, it is not unfair for the seller to ship and tender for inspection a grade of lumber called "square edge and sound," containing principally "B grade" and some higher and some lower grade of lumber; the seller allowing the purchaser to take all the "B grade" and better, and removing the rejected lumber promptly at his own expense.

When the lumber purchased by a municipal board has been inspected, measured, and accepted by the inspectors employed by the superintendent of the board, under a contract of sale stipulating that the superintendent or his authorized representative shall be the sole judge of the quality and measurement of the lumber, the board cannot legally withhold the price on the ground that "its inspectors were inexperienced and incompetent, and made faulty, imperfect, and erroneous inspections," unless there was dishonesty on the part of the seller or collusion with the board's superintendent or inspectors.

But, although plaintiff was permitted to recover the agreed price of the lumber actually delivered, the court said concerning the claim for damages for defendant's refusal to accept further deliveries:

"The item of \$2,907.13, however, is for the loss of profit which the plaintiff might have made, at \$2.97 per thousand feet, on the orders given for 978,889 feet of lumber, which the plaintiff was prevented from delivering by the defendant's breach of the contract. The Civil Code (article 1934), provides that, where the object of a contract is anything but the payment of money, the damages due to the creditor for its breach are the amount of the loss he has sustained and the profit of which he has been deprived. In this case, however, the plaintiff estimates the profit of which he has been deprived, on the lumber which was not delivered, at the same rate of profit that was made on the lumber which was delivered. The defendant's answer is that the profit made on the lumber delivered was made on faulty, imperfect, incomplete, and erroneous inspections, made by incompetent and inexperienced inspectors representing the purchaser. Although the defendant was bound by the inspections and approvals made by the authorized agents of the board, the defendant was not bound to continue their employment. The board of commissioners had a right to discharge its lumber inspectors and employ others. The question whether the inspectors were competent or incompetent, and whether their inspection was correct or incorrect, was deemed irrelevant, and was not decided by the district court. That question, however, is relevant in determining whether the plaintiff should recover, for the loss of profit on the lumber not delivered, at the same rate of profit that was made on the lumber that was delivered according to the inspection complained of." (69 Southern Reporter 742.)

#### Time for Removing Timber

A deed conveyed standing timber, with the privilege of removal within ten years, and granted an additional five years on an annual payment at the buyer's office, on stated days, equal to eight per cent of the original price of the timber. Under this deed, the North Carolina supreme court decided in the case of Taylor vs. Munger & Bennett, 86 Southern Reporter 626, that the buyer was not required to give any notice of intention to exercise the privilege of cutting, and removing the timber within the additional five year period. He was entitled to proceed with the cutting and wait for the seller to call for the payment. It is well settled that where a place of payment is

fixed, the person to whom the payment is to be made should be present by person or agent to receive the money.

But in the late case of Gray vs. Marion County Lumber Company, 86 Southeastern Reporter, 640, it was decided by the same court that, under a conveyance of standing timber not specifying any time for removal, the purchaser was required to cut and remove it within a reasonable time, and the lapse of fourteen years without any action looking to its removal was an unreasonable time, and terminated the right of removal; and that it could not be revived or extended except by consent, and hence not by tender of interest to secure an extension, not made until fifteen years after the conveyance and a year after suit brought to remove the conveyance as a cloud on plaintiff's title.

#### Shipper's Rights Against Carrier

The right of a shipper of lumber to maintain suit against the carrying railway company for injury to the freight in transit was considered by the North Carolina supreme court in the late case of Ellington & Guy vs. Norfolk Southern Railroad Company, 86 Northeastern Reporter, 693, where the court said:

"The plaintiff, who is the consignor of certain lumber shipped under an open bill of lading, is prosecuting this action to cover damages for negligence in the transportation of the lumber. He has offered no evidence tending to prove that the lumber was shipped on consignment, or that he retained any interest therein, nor has any evidence been introduced tending to show that he has suffered damage. He attempted to prove that he had been compelled to pay additional and increased freight charges by reason of the negligence of the defendant, but the only evidence of this fact is a freight bill which was produced by the defendant upon notice, which only shows a payment of the freight, and does not indicate whether it was paid by the consignor or consignee. As the consignee becomes the owner of goods shipped upon an open bill of lading at the time of delivery to the common carrier, nothing else appearing, he is prima facie liable for the freight, and, in the absence of proof to the contrary it would be presumed that he paid it. On these facts and in this condition of the record, it is clear that the plaintiff is not entitled to recover, and that the motion for judgment of nonsuit ought to have been sustained."

#### Duty to Mitigate Damages

One aggrieved by another's refusal to complete a contract to sell standing timber, cannot recover damages which could reasonably have been avoided by purchasing other timber to take the place of that covered by the broken contract, according to the holding of the North Carolina supreme court in the case of Wilson vs. Scarboro, 86 Southern Reporter 611. Judgment against the defaulting party will be limited to such damages as could not have been avoided.

Compensation for a wrong is limited to such consequences as the injured party could not have avoided by reasonable diligence. All other consequences are regarded as remote. The injured party's own negligence or wilful fault in failing to take reasonable precautions to prevent or reduce the damage after notice of defendant's wrong is regarded as the proximate cause of such injuries as could have in this way been avoided. Courts frequently speak of the duty to make the damages as light as possible, but it is a duty only in the sense that compensation is denied for losses which might have been prevented by careful conduct on his part, and they are therefore said to be remote, because the will or negligence of the injured party has intervened as a separate and independent cause producing them.

The weight of wood is generally some key to its strength, except wood that is filled with pitch or some other similar matter.

A good machine is an inspiration to the man operating it; also to his associates.



### The Lumberman's Round Table

The state of the s



### Adversity and Versatility

employed, and this means that they be shotted from one kind of work to another. Of course, from the standpoint of the employe, this is the best system there is, because it increases his capabilities and makes him a better all around non-

that the standard to account the many of the following the past few months, and has got so that he is good at all of them. That was because we had to do a lot of shifting of our small force to get out the work, which wasn't large enough in volume to justify all departments being manned with full crews. Now that we're getting gradually back to be account as a first section of the country of the section of the

#### Veneers for Packing Purposes

Large producers of food products, including canners, packers and preservers, as well as manufacturers of glassware and other more or less fragile material, have found that veneers make unusually good packing for their goods, holding the different pieces apart, and taking up enough of the shock of impact with the sides of freight ears, platforms and other things to prevent breakage. Consequently veneer manufacturers are accustomed to receive occasional inquiries for small sizes, which could easily be cut out of scrap.

It is a matter for surprise, however, to find that large buyers, asking for quotations on the delivery of as much as a million feet of this material, are able to get offers evidently based on the supposed value of the stock as waste, and not as regularly manufactured material.

In fact, one veneer man who quoted on such an inquiry just as he would have done on any other, figuring the cost of manufacture of the veneers as a legitimate and essential part of the cost of the dimension stock to be delivered, was told that he was 'way out of line, and that most of those who had made offers were going to be able to get the stuff out of their scrap.

"If that is the case," said this veneer man, in discussing the situation, "the concerns referred to must have some scrap piles, and I'd hate to think that I had 1,000,000 feet of veneers which were worthless except for scrap. It shows that stock has been cut up at random, without very much thought or provision for taking care of the residue, and the chances are that the buyer who profited by getting his sizes just as he wanted them was not called on to pay for the unsalable stock that was left, ultimately to be sold on a scrap veneer basis."

#### Gifts from the Greeks?

A certain nanotacturer of conquestion board, which, is is well known, has been largely advertised during the past few years for use in place of all other wall coverings, has been trying to get the co-operation of the lumber trade to the end that it boost his product, instead of opposing its use. The manufacturer claims that since wood strips have to be put over the joints of the wall-board, using his product is really a boost for wood, and therefore lumbermen ought to be willing to help him along.

The amount of lumber used, as compared with the total footage of wallboard, would be, of course, extremely small, and even assuming that this would be a net gain, which it would not be except when wall board took the place of plaster, the increased use of wood would not be sufficient to worry about. On the other hand, using composition board instead of plaster eliminates the use of lath, at a good to by hardward nalls work applied of their scrap into this material.

There is another phase of the situation, too, and that is that filer

the service of the results were where seed paneling would be a serviceable, etc., as wood, and much less expensive, and some important interior jobs have recently been referred to as having been handled with this material, cases where wood evidently was thrown out because of the appeal of the cheaper substitute.

This being the case, there does not seem to be much chance of effective "teo operation" by lumber manufacturers with composition board.

#### The Same Old Story

The advertising manager of a large panel manufacturing company decided one day to get married. He made the decision, of course, with the assistance of the young lady who was to bear his name. So it really should be said that they decided. However, the important thing is that the decision was actually made.

This led, later on, to the inspection of some furniture on the floors of local stores, for the purpose of getting a line on the pieces to use in the new home. The advertising manager, naturally, was considerable of a fan on veneered work of the right sort, and he was careful to examine all of the pieces he was shown to see whether the veneering had been properly done.

While in one store, the polite and enthusiastic young salesman pulled a chiffonier around at an angle, made a graceful gesture toward it and said, "Just look at this! Solid mahogany, too!"

The prospective customer wasn't especially impressed with that, but he walked over and pulled out a drawer. The front was a built-up panel of the usual type.

"I thought you said this was solid," said the inquirer, pointing to the exposed edge of the maple core.

"Why-ah-ah, is that vencered?" the salesman asked.

"It sure is," was the reply. "Can't you see for yourself?"

"Well," apologized the young man, now almost a nervous wreck, "I thought it was solid mahogany. That's what they told me!"

And that's why the public keeps having "solid mahogany" dinged into its ears year in and year out—because manufacturers and dealers in furniture haven't taken the time and trouble to explain to them what veneered work is, and what its good points are. Certainly if goods of that sort are to be bought and offered for sale, there is no good reason why they should be disposed of through misrepresentation, which is likely to have all sorts of come-backs.

In fact, even those furniture manufacturers whose posters, "Solid Mahogany—No Veneers," on their goods seem to hurl defiance at the idea of using glue to hold their work together are sometimes found to be chasing the devil around the stump, and simply facing the work with mahogany cut too thick to be termed a veneer on any technical basis. But that doesn't satisfy the public—and it shouldn't. If solid veneer is demanded, give it to them, to the last drawer-pull.

#### Mill Waste and Open Fireplaces

Sawmills which are located in fairly large communities can dispose of much of their mill waste, in the event that they are not able to sell all of it advantageously to the usual commercial buyers, to householders whose open fireplaces are kept going with wood. Slabs and waste of other kinds, provided it is cut to the right length to go into the fireplace, will do, and the average person will gladly pay \$3 or \$4 a cord for the material. This would be delivered, of course, and there is the rub with the sawmill man, who has no teams to spare for such small retail operations. The next best thing is to encourage some wood-peddler to work up a demand of that sort, and then to get his wood at the mill. Of course, if there is not much surplus fuel, it would hardly pay to devote much attention to this point, but the way sawdust and wood accumulate around a busy mill shows that somebody might spend some profitable time in working out a more systematic plan of selling the material. A few ads in the classified columns of the local dailies would develop a lot of interested inquiries, and a \$10-a-week office employe could attend to the whole question of sales without any trouble.



### Uses of Wood by Shoemakers



Instead of wood passing out of use for shoe making, it seems to be increasing. There is no way of telling just how much is being used in that way, because it is employed for various purposes and records are not kept or compiled.

The wooden heel is one of the items in shoe manufacturing that is gaining ground. That use is influenced by changes in style. Just now the style in women's shoes calls for high heels which almost attain the dimensions of stilts. They are generally of wood, finished with a tap of leather or rubber. Most hard, strong woods are suitable for this article, but sugar maple and paper birch seem to be preferred. They stand the strain well and are fairly cheap. Beech possesses excellent qualities for this service.

There are now twelve firms in Haverhill, Mass., many making 500 dozen pairs a day. During the past twenty years the cost of wood heels has been lowered one-third, due to the use of machinery. The turning is about the same, but a new machine being gotten up may revolutionize the business. The concaving machine concaves 300 dozen pairs a day. Heels are mostly made to order and not to stock. There is also a good inquiry from Europe for wood heels. Many styles of heels are in use, and they come and go as fashions change.

In South Easton, Mass., a firm has made shoe heels continuously for twenty years, and this is said to be the only company in the United States that has been in that business so long.

#### THE SHOE SHANK

The wooden shoe shank fills a prominent place in the shoe factory. This is a thin splint that fits under the arch of the foot between the heel and the toes. It is a flat, thin piece of wood when first cut out, but it passes through certain processes by which it is pressed into the desired shape. It is inserted between the outer and inner soles. These shapes vary greatly to conform to patterns and styles, and of course there are the several sizes corresponding to the numbers of the shoes, ranging from twelves down.

Shanks are cut by machinery. Most of them are worked from rotary-cut veneer which is peeled in the desired thickness, and is then cut by dies. The shanks pass through processes of steaming and drying, and when ready for use, they are packed in bags and shipped to the factories. Wooden shanks are not employed in all shoes. Some metal is used, and leather is substituted in other styles. The purpose of the shank is to stiffen the shoe and support the arch of the foot. Wood is cheaper than leather, lighter than metal, and holds its shape well when damp, which leather does not.

Paper birch supplies most of the wood for shanks, and the bulk of the manufacturing is done in New England where this birch is plentiful and of excellent quality. Considerable amounts of sugar maple are worked into shanks.

#### THE SMALLEST WOODEN ARTICLE

The shoe peg is generally considered to be the smallest commodity of wood. It is made in several sizes, from nearly an inch in length down to less than half an inch, and in proportionate transverse dimensions.

The shoe peg is not an ancient device. Its invention is attributed to a New England Yankee not so many generations ago. At first pegs were made by hand, each shoemaker whittling out with his knife what he needed. That was a slow process, but people in those days put up with slowness which would not be tolerated now. At that time the shoemaker used such wood as was procurable in the nearest forest, where he could nearly always find maple, birch, beech, dogwood, or hornbeam. Pegs of any of these woods held soles on shoes until the leather itself gave way.

No shoemaker or mender whittles shoe pegs now. He can buy for a dime more than he could make in a day. The work is all done by machinery, from the cutting of the rotary veneer to the pointing of the pegs and driving them into the soles. Pegs intended for cobblers and small users are finished ready for use, and are sold by the pint, gallon, or bushel; but large shoe factories purchase "peg ribbons." These are long strips of wood, as wide as a peg is long. They are

cut round and round the log, so that pegs may be split off the end of the ribbon, lengthwise with the grain of the wood. The shoe factory has machinery for doing this. Rolls of ribbons are fed into the machines, and the pegs are split off and driven into the soles as the shoes pass through in process of manufacture.

Paper birch is the principal wood of which pegs are made. A few other woods, including maple, are used, but this birch, on account of its cheapness and the facility with which it may be worked, is preferred above all others, and New England does most of the manufacturing.

#### SOLES AND SABOTS

Large numbers of wooden soles are manufactured in this country. Such are usually about one inch thick and they are fitted on leather or canvas uppers. Factory workers are the principal wearers of such shoes. They save the feet from burning when the workman walks on hot floors in the vicinity of furnaces. Wood is a poor conductor of heat and the thick sole does not heat through sufficiently to injure the foot. Such shoes have large sales in towns where steel mills and glass factories employ many men.

Several kinds of wood are suitable for such soles; but cottonwood, basswood, willow, maple, birch, and beech are the most common. Alder is probably the best wood for this use, but it does not attain sufficient size in this country, except on the Pacific coast, and is little used. It is employed in Europe more than any other wood. Such soles stand much wear.

The shoe wholly of wood is called a sabot in Europe, but in this country has no name other than wooden shoe. It is all in one piece, and is shaped and hollowed by machinery. It is a clumsy contrivance, but it keeps the foot dry and warm. In ordinary use a pair of wooden shoes is good for two years of service at a cost of less than fifty cents a year. They are worn principally by immigrants who have come to this country from the north of Europe. Several factories make them in the United States, using cottonwood, basswood, maple, and birch. Cottonwood is preferred because of light weight.

### A Suggestion Brings Results

Some time ago HARDWOOD RECORD called attention to the fact that the battlefield at New Orleans where the Americans under General Jackson won a memorable victory on January 8, 1815, was a neglected, unkept, unsightly place, overgrown by weeds or occupied by cow pastures and negro shanties. It seems that the criticism is likely to produce results. The Louisiana Historical Society has taken the matter up, with initial steps for the construction of a national park, on the grounds where the battle was fought. After purchasing the land and clearing the rubbish off, it is proposed to construct roads to make it accessible, and then mark the various positions and points of interest on the battlefield. If another suggestion is in order, it is that some sort of monument on the field shall commemorate the fight at Fayal in the Azores islands, for that was really where the battle of New Orleans was won, though thousands of miles distant. The British army which marched against New Orleans would have arrived two months earlier had not the fleet which was convoying it attempted on the way over to capture a single small American vessel in the harbor of Fayal. Though overmatched twenty to one, the little American brig with its seven guns hulled so many of the English ships that they were obliged to put back to England for repairs, thus delaying the expedition long enough to enable General Jackson to get his army to New Orleans and prepare his fortifications. The fight at Fayal has been celebrated in song, two stanzas of which follow, and might be engraved on a monument at New Orleans:

Tell the story to your sons
Of the gallant days of yore,
When the brig of seven guns
Fought the feet of seven score.
From the set of sun till morn,
Through the long September night,
Ninety men against two thousand,
And the ninety won the fight.



### The NorthwesternCooperage & LumberCompany

The Home of the "Peerless" Standard Brand Products

Western Office: 516 Lumber Exchange, Minneapella, Minn GLADSTONE, MICHIGAN

Mills at Gladstone and Escanaba, Michigan

Manufacturers of the following "Peerless" Standard Brand Products: Hardwood Flooring, Staves, Hoops, Heading and Veneers, Hemlock Lumber, Lath, Shingles, Posts, Poles and Ties, and Hemlock Tan Bark

"Peerless" Rock Maple, Beech & Birch Flooring have a standard of their own, are guaranteed to hold trade. We ship it in straight or mixed cars—Car or Cargo. NEXT TIME

Hembers of Maple Flooring Manufacturers' Association. (When writing mention the Hardwood Record.)

### The Mail Bag

B 958—Rights Under Lumber Sales Contract
A North Carolina veneer and panel from writes Hyrowood Records tollows:

We have a case on which we are seeking advice and write you for The case is as follows. Where a firm mays a car of 4-4 quartered oak by or on gride at the narket prior No. 1 common and firsts and seconds are the grades, we shape the lumber to their, terms two per cent 10 days. They receive and unload the car and att r waiting 50 days take off the discount and pay the invoice in full, never saying one word about the lumber being all right. But after they have worked up in their factory seventy-five per sent of the car of lumber they want to make claim for about the amount of the invoice price of the car as damage on account of the stock oring a little term, as it to dies and sand up two sides  $\mathcal{R}$ -inch finish. They state that they never inspected the car and have specially differ amount of damage in working the lumber They have about 1,500 feet of the lumber on hand, which we offered to take off their hands and pay them for it before they entered suit. We never had a kick on this stock office out this is the first case we have ever shipped these parties. They have entered suit to recover about the Invoice price. Of course we will fight the case and will be glad if you will cite a parallel case, or cite some precedent if any have been estab-Hshed.

HALD took Rico is mane instely made a thorough assestigation and advised this firm as follows:

Your letter suggests four questions which are both interesting and of general importance to nearly every manufacturer and wholesale dealer: I What are the rights of a selfer against a bover who reducts discount after expiration of the discount period? 2 What leeway as to dimensions of lumber is allowable onese contracts of the kind you mention? (3) Didn't your customer waive his rights to claim the damages he now asserts, even if the lumber did not come up to the contract? (4) If he has any just claim for damages, how are they to be measured?

1. It is certain that under the law as applied in most of the states a buyer is entitled to deduct a discount only by complying strictly with the condition as to time of payment, on which the discount is allowed. See Kellogg vs. Barrett, 12 New York Supple-

ment, 271, and Stroock Plush Company vs. Talcott, 134 New York Supplement, 1052. See, also, Cyc, vol. 35, p. 271.) The primary price is the one that governs, unless the buyer pays up within the time allowed under the discount privilege. So after lapse of ten days in your case, the buyer had no more right to deduct 2% than he would have had to deduct 50% before the period expired. Complaint is made generally against a growing practice among buyers to abuse the discount privilege just as was done in your case.

Having seen that, in the first place, the discount was improperly deducted, the question arises: Can you recover the amount of it now? Under the law of most of the states, you would have an undoubted right to either bring an independent suit to recover the discount, or could set the amount up against the buyer's claim for damages, inasmuch as there are hundreds of appellate court decisions on the point that where an amount due from one person to another is fixed and certain, receipt by the creditor of a smaller amount will not prevent recovery of the remainder, even though he gives a receipt in full. The reason for this is that the law does not recognize any promise as being legally binding unless supported by some consideration. When a lumber manufacturer accepts 98% of what is actually due him by express contract, under promise that he will not claim the remaining 2%, the law says that the promise is not binding, for he received nothing for making it. But the trouble in your case is that this general rule of law seems to have been abrogated by statute in North Carolina, and if you expressly or impliedly accepted the payment as full settlement, it is doubtful if you can now recover the amount of the discount. But, since it will not cost you anything extra to set up the claim, as a counterclaim to the buyer's suit, that course would seem to be desirable.

2. Did you live up to your part of the contract in the matter of dimensions of the lumber sold? Of course, if you can show that you mathematically complied with your contract to deliver "4/4" lumber that ends the buyer's claim adversely to him. But your attorneys have probably discovered already that there is strong judicial authority for saying that even if the lumber did not literally come up to the contract specifications as to dimensions, you still establish your compliance with the contract by showing that the lumber delivered was "4/4," as generally understood in the lumber trade. In the case of Littlejohn vs. Gilchrist, 3 North Carolina Reports, 393, your court subscribed to the well-established doctrine that well-known trade customs and usages are controlling in interpreting contracts of sale. Numerous other cases are cited at pages 1084 and 1085, vol. 12, tyc. It was held in Merick vs. McNally,

26 Michigan Reports, 374, under a contract to sell 60,000 feet of square white oak lumber, that it was open to one of the parties to show a trade custom whereby parts of feet were disregarded in computing quantity.

- 3. There are many decisions holding that a buyer waives any right to object to deficiencies in lumber delivered where the lumber is retained after he acquires knowledge of the defects complained of. (See pages 213, 239-243, vol. 35 Cyc.) The facts you state seem to make a plain case in your favor under this general rule of law. Had your customer promptly made complaint on discovering any deficiency in the lumber delivered, he would have been in much better position to claim damages, for the law is not unmindful that if he had given you prompt notice of his objection, you might have been able to have remedied the situation, if you were at fault.
- 4. But even if it should be found that you broke your part of the contract, and the breach was not waived by your customer, it still remains that your adversary is "wild" in making a claim of damages approximating the agreed price of the lumber. If you had no knowledge at the time the contract was made as to the special use to which the lumber was to be put, you are not liable for damages resulting from the fact that by reason of deficiency in dimensions the lumber delivered was not suited to that purpose. In that case, you would merely be liable for the excess of the market value of the lumber contracted for above that delivered and accepted. Another important limitation on the amount of damages recoverable is the rule that your customer was bound to do everything he reasonably could to minimize the loss resulting to him from any failure on your part to live up to your part of the contract. In support of these statements, you are cited to Neal vs. Pender-Heyman Hardware Company, 122 North Carolina Reports, 104, and pages 632, 647, 648, vol. 35 Cyc, where numerous decisions are cited.

#### B 959—Wants Information as to Cost Per Thousand for Selling Hardwoods in Chicago

A northern firm wrote to Hardwood Record a short time ago asking for information as follows:

Editor Hardwood Record: Have you any information you can give me as to the average cost per thousand, including a fairly representative office for selling say ten millions average grades northern hardwoods in Chicago yearly, eighty-five per cent by cargo?

HARDWOOD RECORD has replied as follows:

It is impossible to give anything like definite information on the cost of selling lumber in Chicago. A large yard sold at an average cost of fifty-nine cents a thousand for a short period, and at another period of six months the average cost was sixty-five cents. The yellow pine people are said to pay twenty-five cents a thousand as commission on common, and thirty-five cents on B and better; but the seller assumes no responsibility for loss. When the seller assumes that risk he charges from seventy-five cents to one dollar a thousand.

Instances are cited where sales have been made at thirteen cents a thousand, while others cost two dollars. It is apparent that each case is governed by particular circumstances, and any average cost quoted might prove misleading.

If any readers have any further information, and would like to discuss this further, we would very much like to receive such communications.—Editor.

### B 960-Wants to Buy Soft Maple and Paper Birch Glued-Up Stock

Philadelphia, Pa., Nov. 27.—Editor Hardwood Record: Can you inform us where we can secure a supply of glued up stock such as soft maple and paper birch in the following sizes: 5.4 and 6.4x16" and 17" square, and 4/4x14" and 16" square? This stock is to be kiln dried, glued up to above sizes and surfaced two sides. We might be able to use some of the above stock in 4/4, 5/4 and 6/4x3" wide, 15" and 17" long.

Hardwood Record has given them a list of possible manufacturers of this class of stock. Others can have information on application.—Editor.

#### B 961-Wants to Sell Apple Tree Butts

Mt. Vernou, Ill., Nov. 15.—Editor Hardwood Ricord. I inquired from some lumberman for selling about 1.500 to 2.000 green apple tree butts, running from 8" to 14" in diameter, and from 3' to 4½' in length, and was advised to write you. Will you kindly advise me where I can sell these butts for a reasonable price?

Anybody interested in this special line of wood can have the name of the inquirer on application. Applewood is used in the manufac-

ture of saw handles, printers' furniture, measuring rules, children's tops, faucets, shuttles, wood engraving blocks and for other similar articles. EDITOR.

#### B 962-Experienced Office Man Wants Lumber Position

Walkerton, Ont., Nov. 28. Editor Hardwood Record: I have worked in different offices where Hardwood Record is taken regularly and write to ask if you can in any way assist me in securing employment on the clerical staff of some lumber company in the United States. For the past three years it has been the aim of the writer to get in the office or some place in the yard where I could in time make advancement, to the office or on the road. I prefer to go to the United States as my home is there.

I have been teaching in several business colleges for the past four years and at present am principal of this college. Business is dull and if I can secure the position I am seeking I will sell out the business to a prospective customer.  $^{\circ}$ 

I am by no means a "green" man in the lumber business as I have been among lumbermen in the best lumbering districts since I was eleven years old. I have bought and sold lumber and feel that I would still be capable of doing so.

Anybody interested in this man's application can have his address by writing Hardwood Record.—Editor.

#### B 963-Wants to Buy Long Dimension Oak

Cincianati, O., Nov. 27. -Editor Hardwood Record: We would like to get in touch with some millmen who are in a position to supply the following two sizes free from heart from good white, burn or chestnut oak: 40 pieces 311"x12"4"x45' long, 25 pieces 4"x834"x45' long.

Any dimension manufacturers interested should write Hardwood Record.—Editor.

#### B 964-Wants to Sell 1/16" Rotary Cut Red Veneer

. Wis., Nov. 24. Editor Hardwood Record: We would like to get in communication with parties who can use 1/16" red oak rotary cut veneer, cut in squares ranging from 14x14" to 23x23". We usually accumulate this stock while cutting on larger sizes.

Anyone in a position to use the stock can have the address by writing HARDWOOD RECORD.—Editor.

#### B 965-Wants to Buy Oak Dimension for Interior Finish

Chicago, Ill., Dec. 6. Editor Hardwood Record: We purchase annually twenty-five to thirty cars of ¾" and 1" limension cut to sizes for interior finish. Can you supply us with the names of some manufacturers who get out this stock?"

A list of possible manufacturers has been given to these people, but anyone not in receipt of the inquiry can have the name and address by applying to Hardwood Record.—Editor.

#### B 966-Wants to Buy Spruce

Memphis, Tenn., Dec. 4.—Editor Hardwood Record: Will you kindly give me the address of one or more concerns handling spruce?

This is a little out of Hardwood Record's line, but the buyer has been given a short list of spruce manufacturers. Others who can ship to this territory and are interested, can have the name of the inquirer by addressing Hardwood Record.—Editor.

#### B 967—Wants to Buy Dimension Oak for Eastern Shipment New York, N. Y., Dec. 6.—Editor Hardwood Record: Can you put us in touch with manufacturers who can furnish the following?—

Plain oak dimensions,  $1\frac{1}{8}x1\frac{5}{8}x39\frac{1}{2}$ ",  $1x2x39\frac{1}{2}$ ",  $1x3x12\frac{1}{2}$ "—14, 15, 18", 1x4x15" and 18", about 10 cars each item; clear squares, 1x1x17",  $1\frac{5}{8}x1\frac{5}{2}$ ",  $2x2x18\frac{1}{2}$ "—5 cars; quartered white oak, 1x3x15", 1x4x15" and 20",  $15x18\frac{1}{2}$ ",  $22\frac{1}{2}$ " and  $24\frac{1}{4}$ ", 1x6x15"; quartered white oak,  $\frac{3}{4}$ " stock,  $\frac{3}{4}x4$ ",  $\frac{3}{4}x5$ ",  $\frac{3}{4}x6$ ", all 16", 18" and 20" long,  $\frac{3}{4}x7$ " and 8x18" and 20".

As this stock is all for eastern territory, should figure on Virginia, West Virginia, Tennessee, Kentucky and North Carolina mills as best located as to freights.

Those interested will be given the correspondent's address upon application.—Editor.

#### More Than One Sawmill at San Francisco

Hardwood Record published a little item in the issue November 25, stating that there is only one sawnaill in San Francisco and that was operated by the National Mill & Lumber Company.

The Dieckmann Hardwood Company, San Francisco, Cal., corrects us in this statement with the following letter, which we are only too glad to publish:

In your issue of November 25, page 35, you publish item to the effect that there is only one sawmill in San Francisco, and we take this means of correcting this misinformation. Our firm installed a band and veneer mill in 1904 and rebuilt same after the fire of 1906. Mr. Pitcher's mill

has been installed only within the last couple of years.

### Clubs and Associations

American Forestry Association to Meet in Boston

Frank Tiffany to Speak at Exporters' Meeting

I the more than the North I to I to the North I we still the second of t

#### Furniture Club Holds Election

Wildam A Levison was chosen prosident of the Queen City Furniture Club at its annual election list week at the Business Men's Club. Other officers chosen were as follows: Vice president, H. Hagemann; treasurer, A. Steinkamp; secretary, Joseph H. Monter; directors, Frank Ashton, Julius Berger, J. H. Sprengard, John A. Herbert and George Zurborg.

There were two tickets in the field, regular and independent. Mr. Levison was the only successful candidate on the regular ticket with one exception, Mr. Ashton, whose name for director appeared on both tickets.

#### Hoo-Hoo Meeting in Memphis

A meeting of How-How was recently held in Memphis for the purpose of taking steps looking to the entertainment of the annual of that order September 9, 1916, which will be held in Memphis. This meeting was called to order by Vice-Gerent Snark H. B. Welss. In addition to the local Hoo Hoo present, E. D. Tennant, secretary and treasurer of the order, with head-quarters at St. Louis, was in attendance. Mr. Tennant expressed much pleasure at meeting the various Memphis Hoo Hoo and gave to those present information regarding what had been done in other cities in connection with entertainment plans for the annual.

While no definite action was taken at this meeting, it was announced by Mr. Weiss that another would be called in a short time, at which proper committees would be appointed to look after the various features of the work to be done. It was also announced that, with a view to reviving interest in the order here, a concatenation would be held shortly after the beginning of the new year.

It is the desire of the leaders in Hoo-Hoo in this section that there shall be as many local members as possible and in order to insure this result it was announced that the plan decided upon at the last annual meeting at San Francisco would be followed. This provides that any member who is in arrears may be reinstated by the payment of \$5 and that this may be done without the necessity of a formal re-initiation.

#### Annual Meeting of Baltimore Exchange

The annual meeting of the Baltimore Lumber Exchange took place on December 6 at the Merchants' Club. The yearly reports were read and approved, showing the volume of lumber inspected, and giving a review of the conditions that have prevailed during the year. Rufus K. Goodenow, president, included in his statement various recommendations calculated to advance the interests of the lumber trade. A matter that gave rise to some discussion was the wharfage charges, which were made the subject of an investigation and report by a committee from the Lumbermen's Club, a body of wholesale dealers. The secretary's report showed that the exchange has made some gains in membership, while that of the treasurer disclosed an excellent financial condition, with a balance in the treasury. The nomination of officers resulted as follows:

PRISIDENT Rufus K. Goodenow, Sr

VICE PRESIDENT Parker D. Dix

They starm L. H. Gwaltney.

Mandolno, Committe John L. Alcock, William M. Burgan, Parker D. Dix, Henry D. Dreyer, W. Hunter Edwards, B. W. Edwards & Sons, Edward P. Gill, Samuel H. Helfrich, R. Baldwin Homer, William T. Lawton, Jos. Thomas & Son, Theodore Mottu, George E. Waters, George E. Waters & Co., and David M. Wolf.

The managing committee will elect a secretary later. After the business in hand had been disposed of, the members and guests sat down

arranged, and they appealed strongly to the appreciation of the banquete, i.e., i.e. to the i.e. the deficient refronces to the graph Will account to the control of the control of the control of the Problem of the control of the

Fig. deriv Hatt, K. Greder (e.g., f. through a written report, but the reset to the with a first of the reset through the said that the count of some few reset for note favorable than it is the term and that the derivative some or of the exchange able to the membership for its unfailing support, and declared that if every the ode to be neither to be the few text year with a good profit, the reset where universe the set was a good profit,

The hardwood inspection committee reported the quantity of lumber inspected during the past year by the inspectors of the exchange to be as follows:

A lister to I	C. Phys. 67,333,867 (c. c.	Malazany	46,638 feet
C:131 .	4, 140,509 %	-1-1 m ·	31,460 feet
C'Apri	2,212,458 ( )	Hickory	.29,056 feet
Poplar	1,7382,162.603	Junipor	28,818 feet
Oak	1,204,356 bect	White Pine	16,021 feet
1-31	8 (8,128 ). (1	Burch .	14,725 feet
Chastrut	1557,455 to 1	Strations	4,582 feet
Long Lent	Thus 142 621 ( ) (	Walnut	3,693 feet
Maple	129,418 (6) (	1 1m	454 feet
Beech	105.138 bot		

Total quantity of lumber inspected, 78,251,772 feet.

The showing for the various months was as follows:

December, 1914 , 4,595,757 feet	June	5,830,430 feet
January 1915 6,255,016 for the	July	7,263,781 feet
February	August	S,003,582 feet
March 11, 8,054,231 foot	September	6,981,837 feet
April	The feeber	
May	November	5,659,272 feet

The secretary's report showed the membership to have held its own, while that of the treasurer showed a balance in the treasury. The question of wharfage charges, which has been raised of late, was brought before the managing committee at its monthly meeting in the afternoon and there referred for consideration to a special committee yet to be named. This removed the matter from the sphere of action by the exchange at present. The minutes of the previous meetings of themanaging committee for the year were read and approved. They sum marized the action taken on various questions, and also contained a record of resolutions of regret passed on the death of Gen. William D. Gill, William C. Scherer and J. J. Duffy.

The acting secretary, Roy Snyder, read the ticket nominated and on motion it was declared elected, and Mr. Goodenow again thanked the members for the new honor conferred upon him.

After that adjournment was taken, and the members proceeded to the banquet hall. After the feast, a variety show was given by performers from New York.

#### Chicago Lumbermen Hear Renowned Speaker

The luncheon of the Lumbermen's Association of Chicago held on December 2 was honored by the presence of Prof. Graham Taylor, head of the Chicago Commons and a prominent social worker, who is well up in these chicles in America.

Prof. Taylor's talk is in line with similar features that have been carried on during the past couple of months by the association. He took for his subject "A Man's Job," and in the course of the talk delved deeply into political conditions in Chicago as affecting social welfare.

#### Will Hear Final Arguments on Lumber Business at Washington

The Federal Trade Commission will hear the final arguments in the summing up by the lumber attorneys, J. N. Teal of Tacoma, Wash., and L. C. Boyle of Kansas City, at the New Willard hetel, Washington, on December 13. The lumber attorneys are extremely anxious that as many lumbermen as possible attend the hearing on account of the moral strength given the arguments by their presence.

To carry out this suggestion, R. S. Kellogg, secretary of the National Lumber Manufacturers' Association, despatched telegrams to prominent lumbermen all over the country, and has received favorable replies from a great many. In fact, a very substantial delegation will leave Chicago as a common gathering place, to be in Washington in time for the hearing, which represents the lumbermen's final word before the Federal Trade Commission.

#### Memphis Club Meeting

At the regular semi-monthly meeting of the Lumbermen's Club of Memphis, held at the Hotel Gayoso November 27, two committees were appointed to select candidates for officers for the ensuing year as follows: Blue Ticket—J. W. Dickson, chairman; R. C. Stimson and A. F. Fritchie. Red Ticket—Ralph May, chairman; Frank Smith and C. R. Tustin. These committees have already begun their work and they will be prepared to announce their respective candidates for president, vice-president, secretary-treasurer and three directors at the next regular meeting to be held December 11. As soon as these committees have made their reports the election campaign will begin in earnest. The constitution and by-laws of the club provide that only one week may intervene between the date of nomination and the actual election, with the result that the latter will be held December 18. There are few organizations in the South which have a more spirited contest each year than the Lumbermen's Club of Memphis. This has, however, always been

of an extremely friendly nature, a fact which makes for the smoothness and efficiency with which this organization is officered. When the names of the candidates are made known, proper committees to have charge of the election will also be announced and other arrangements will likewise be completed.

The committee which was appointed to raise \$500 by subscription, representing the amount pledged by the Lumbermen's Club of Memphis to the trade extension department of the National Lumber Manufacturers' Association, reported that it has completed its work. The money was turned over to the treasurer with instructions to forward it to the proper officials of the association. This has already been done. The committee, of which J. D. Allen, Jr., was chairman, has been honorably discharged with thanks as a result of the excellent work it did.

The attendance at this meeting was exceptionally large, foreshadowing the interest in the forthcoming election of officers. There were seventy members and visitors present. Among the latter were John M. Woods of Boston, E. Payson Smith, Minneapolis, and G. P. Hall of London, England. All three of these gentlemen were called upon for brief talks and responded in very happy vein.

#### North Carolina Forestry Association to Meet in January

Secretary J. S. Holmes of the North Carolina Forestry Association announces that the executive committee has decided to hold the sixth annual forestry convention in Newbern, N. C., on Tucsday and Wednesday, January 18 and 19, 1916. This is the first time the association has been called to meet in the eastern part of the state, and Secretary Holmes expects that the departure will be justified by increased attendance.

Newbern is in the heart of the coastal plain region, where is located the North Carolina pine industry, which is the largest lumbering region northeast of Louisiana.

#### Commissioner Hurley Talks to Advertising Men

Edward N. Hurley, vice-chairman of the Federal Trade Commission, addressed the Association of National Advertisers in New York on December 1. After lauding modern advertising methods and the uplift that is given to business, he went into a discussion of the trade commission work. One of the results of the commission's efforts to date has been collecting and compiling a vast amount of essential data regarding business in the United States. The compiling of this dope is not yet completed, but when presented to the trade in the form of simple statistics, will be of immense importance. There are, however, already some significant items beginning to appear. Mr. Hurley says:

Leaving out of consideration the banking, railroad and public utilities corporations, and referring only to those that have to do with trade and industry, we find that there are about 250,000 business corporations in the country. The astonishing thing is that of those, over 100,000 have no net income whatever. In addition 90,000 make less than \$5,000 a year, while only the 60,000 remaining, the more successful ones, make \$5,000 a year, and over

while only the 60,000 remaining, the more successful ones, make \$5,000 a year and over.

Turning now from net income to the total volume of business done by those 60,000 corporations we find that 20,000 have sales of less than \$100,000; 20,000 more sell from \$100,000 to \$250,000; 10,000 additional from \$250,000 to \$500,000; 5,000 corporations ship annually half a million to a million dollars worth of goods; 4,500 have total sales from a million to five million dollars; while only 462 industrial and mercantile corporations in the United States do an annual business of \$5,000,000 or more.

or more.

These striking figures exhibit a condition which has existed for many years. They show conclusively that big business, while important constitutes but a small fraction of the trade and industry of the United States. They make clear that there is an unduly large proportion of unsuccessful business concerns. Do they not need help Why have we not paid more attention to small and middle-sized business? Is it not worthy of our consideration? What measures are we to take to improve these conditions?

Commissioner Hurley came out strongly in favor of precise, thorough business methods, such as those which characterize trade and industry in Europe. He spoke in favor of standardized systems of bookkeeping and cost-accounting, maintaining that with only proper accounting can the smaller business man stay profitably in business.

One of the most forcible reasons for uniform cost accounting is the benefit to the manufacturer's credit. With an up-to-date system of accounting he will be able to borrow money when needed, whereas the banker would not want to take the risk unless he knew absolutely the possibilities of the deal coming through successfully.

Commissioner Hurley gave the unmistakable impression that the trade association will not be regarded with suspicion in the future as in the past, but rather be given encouragement.

The following words from his remarks on association work are significant:
So today the associations of manufacturers, associations of jobbers, associations of merchants, associations of advertisers, are doing good work, and if conducted in a spirit of mutual helpfulness, with the machinery of the government standing by subject to call, will help solve problems and remove many of the present handicaps of business.

In speaking of trade possibilities abroad and the necessity of planning now to successfully meet the situation immediately following the war, Mr. Hurley made the following remarks,

The American manufacturer should realize that not a smokestack has been destroyed during this war in England, Germany or Italy, and only a few in a small part of France. Unless we take advantage of the great opportunity we now have, we will find that ninety days after the war is over Germany, France and England and other European nations will be on their way to a position in the markets of the world even stronger than they occupied before.

He rather intimated in this connection that the commission can see the reasonableness of concerted action in handling the new foreign trade.

### With the Trade

#### University of Washington Adds Short Course in Forestry

Hugo Winkenwerder, M. F., professor of forestry and dean of the College of Forestry, University of Washington, announces the installation of a short course in ferestry and lumbering to be given at the university this winter from January 3 to March 28, 1916. This is a short, practical course, intended especially for young men who have not had the good fortune of a high school education and cannot afford to spend a long time at the university. It gives an exceptionally good opportunity for men regularly engaged in woods work to get a practical education of a little more advanced character than the ordinary, practical work affords.

In commenting on it, Mr. Winkenwerder says: "I would be glad to have you emphasize the fact that we are this year offering a special course in lumber and its uses for the first time. This course is outlined with special reference to presenting this information for the use of persons engaged in office work at the sawmills, lumber salesmen, architects, builders and building inspectors."

#### Issaquena Lumber Company Moves Head Office to Chattanooga

The head office of the Issaquena Lumber Company, Issaquena, Miss., has been moved to 916 James building, Chattanooga, Tenn. The move was for the purpose of bringing the office closer in touch with the consuming trade, and all communications for the sales and general offices should be addressed to Chattanooga from now on.

The Issaquena mill has been running steadily for several months and has now on hand about 4,000,000 feet of choice hardwood lumber, consisting largely of 4/4 to 8/4 plain red and white oak, red gum, etc. The mill is cutting about 50,000 feet of lumber per day.

The company owns about 6,000 acres of virgin timber of an unusually high character.

#### Severs Connection With Oconto Company

Four years ago H. B. Leavitt became vice-president and general manager of the Oconto Company at Chicago, Ill., and Oconto, Wis., and of the Bay de Noquet Company at Nahma, Mich. He has severed his connection with these firms, selling out his entire interest to George J. Farnsworth, president, and while he has not definitely decided the direction of his next activity in the lumber business, it is understood that Mr. Leavitt is considering western operations as offering more room for expanion.

Mr. Leavitt takes with him the best wishes of the officers and directorate of the Oconto Company. He took up the position with the Oconto Company for the purpose of putting into effect certain ideas that had been considered prior to then. This referred especially to the disposition of the hardwood product, which at that time became a new feature of the company's line of manufacture. President Farnsworth will continue to have charge of the company's operations.

Mr. Leavitt's assistant during the years of service at Oconto and Chicago was Charles E. Good, whose father is superintendent of the plant of the Bay de Noquet Company at Nahma, Mich. He will succeed Mr. Leavitt as general manager. Mr. Good was in the 1909 class of the University of Michigan, and from there went directly into the lumber business.

#### Paine Lumber Company Sale Consummated

A final decision was reached in the tie-up over the sale of the Paine Lumber Company's holdings in the Langlade Land & Timber Company on December 7. George E. Foster and Mr. Latimer of Mellen, Wis., and associates were the successful bidders. This group entered the original bid, but later a second bid was entered by August H. Stange and associates. After a lengthy and heated controversy an order giving the receivers leave to accept the bid of George E. Foster and his associates and to make assignments and conveyances in accordance therewith was entered by the court.

The final deal was closed up on December 7. The controversy was over the lateness of the bid of the Stange interests, who maintained that they were not cognizant of the situation until a very late date and did not want to lose the opportunity to make the purchase.

As finally accepted the Foster bid on its face amounted to \$1,308,000 for the Langlade Land & Timber Company, while the bid of the Stange group on its face amounted to \$1,327,000. The Foster bid was divided into \$735,000 in cash, \$25,000 in common stock of a corporation now existing or to be formed, and the assumption of a mortgage of \$530,000 on the property and the payment of the 1915 taxes thereon, estimated at approximately \$18,000.

The Stange bid was \$775,000 in cash, the assumption of the \$530,000 mortgage and interest thereon, amounting to about \$4,000, and payment of the taxes.

Notwithstanding the apparently larger bid of the Stange bidders, the creditors' committee recommended the acceptance of the Foster offer after assurance was given that their proposal included the payment of the taxes. The Stange interests fought for the acceptance of their proposal, which they bettered by an addition of \$25,000 over the bid they made in the forenoon.

The creditors opposed the acceptance of either bid, claiming a larger consideration could be obtained by giving a third group an opportunity

#### Big Timber Purchase by a Northern Veneer Company

Fig. . We have  $\gamma$ the state of the s to and the state of the first transfer of the end of the contract

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#### Detroit Man Puts in Dry Kiln

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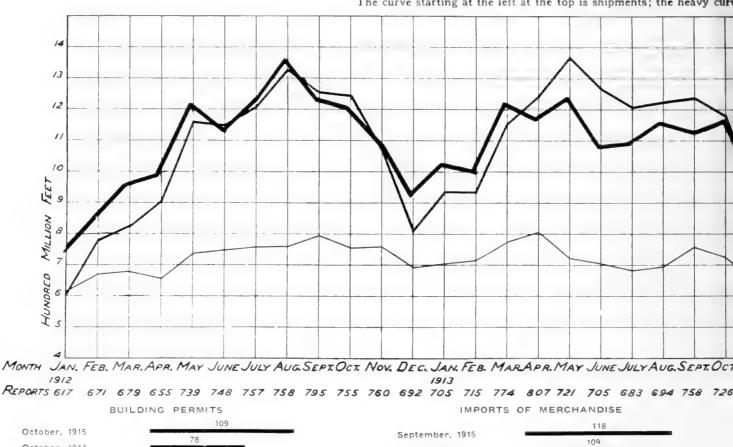
#### Joseph Miksak-E. B. Foss

Associate attack, the intermoder of 1st, at B. Loss, the will be known Buy est. Mich. by commit, who has with him loseph Miksak of the Disension to be to approximating or and a passenger train on the Michigan Central line of the lefter on street energy Bay City resulted in the in third death of Mr. Les. and Mr. Mre ak on November 26. Mr. Miksak reduct carried of the office of Mr. for each left with him in a muchine to visit in their Bay City Innovinish. Approaching the Jefferson street closen, which is a mediately across from the loss office, the nucline we hold note charget train and a some as this presed Mr. Loss started about and was truck of a passenger train that was backing upout constictach speed. The car was carried 100 feet along the track and the mangled of hes of the two lumbermen were taken with it.

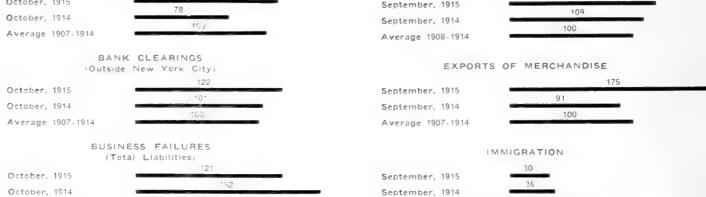
Mr. Loss had con a figure in Michigan bun'or circles for t'a past forty

#### THE LUMBER MOVEMENT

The curve starting at the left at the top is shipments; the heavy curv



REPORTS 617 671 679 655 739 748 757 758 795 755 760 692 705 715 774 807 721 705 683 694 758 726



Average 1909-1914

years, having built up a remarkably strong and efficient business at Bay City. At the age of fitteen he started his lun, or career with D. A. Bellou & Co., and had followed this line ever since. He was born at Wilha antic. Conn., February 28, 1853. His employment with the Ballon company was followed by his accepting a position with the Van Etten Kalser Coalpany, and he remained with that firm when it was changed to the Van Etten-Campbell Company. In this connection he went into business for himself, and his operations were marked by success from the beginning. His organization included sawmills and timber in Canada, his immense yard and planing mill at Bay City, and a line of lumber-carrying vessels on the Great Lakes. His other interests included participation in Pacific coast lumbering in an indirect way.

The funeral services were in charge of the Knights Templar, the interment taking place from Mr. Foss' late residence, 1801 Center avenue, Bay City.

Mr. Miksak was one of the old standbys of Chicago lumbermen and built up a reputation for many years of straightforward, clean-cut, honest business dealings. He was a Bohemian, born in Bohemia in 1852, and came to Chicago in 1871, where he immediately started working in Chicago lumber yards. He was yard manager for a good many years for the Ludington, Wells & Van Schaick Company, and from there was employed by the A. R. Gray Lumber Company.

The Pilsen Lumber Company was organized under Mr. Milsak's direction

in 1888. The business progressed rapidly, timber being acquired and sawmilling instituted. The first purchase was in 1899 of a considerable tract at Hilbing, Minn. This operation was known as the Mashek Lumber Company, and was worked out in 1905.

The next operation was in hemiock in Wisconsin, the mill being located at Bayfield.

Mr. Miksak devoted a good deal of his time to buying northern and southern stocks. He was a well-known figure in sawmilling circles in the North and South.

The deceased is survived by the widow, one son, James, and three daughters, all of whom are married. The son is associated with him in the ousiness.

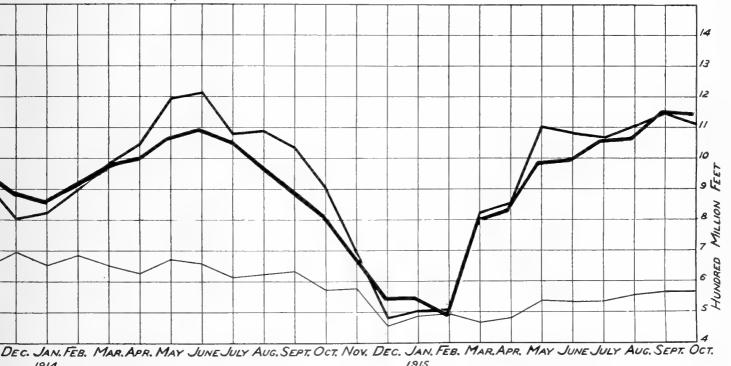
#### "Fireproof" Woodworking Plant Burned Up

The Ludington Company thought that in its new concrete plant at Wilmington, Vt., it had a fireproof structure. However, on December 1 the plant was completely destroyed by fire, which resulted in the loss of some hundred thousand dollars and the throwing out of employment of about 200 men.

The Ludington Company manufactured clothespins and butter tubs. primarily, and moved from Ludington, Mich., not very long ago. It is planned to start operations again as quickly as new machinery can be

### N. 1, 1912—OCT. 31, 1915.

ning through in the middle is production, and the light line reports.



698 654 688 653 628 674 606 614 621 636 573 576 454 489 495 469 483 539 535 535 556 565 562

#### AMERICAN COMMODITY PRICES

November, 1915 November, 1914

Average 1907-1914

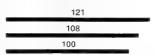
117 100 100

#### PRODUCTION OF PIG IRON

October, 1915 October, 1914 Average 1907-1914 81 100

#### RAILROAD NET EARNINGS

September, 1915 September, 1914 Average 1907-1914



### IDLE CARS

November, 1915 720 November, 1914 100 Average 1909-1914

#### GENERAL CONFIDENCE (New Corporations)

October, 1915 34 October, 1914 100 Average 1907-1914

#### Published exclusively for the members of the

#### National Lumber Manufacturers Association

R. S. KELLOGG, Secretary.

Chicago, December 1, 1915.

#### W. W. Brown Will Move Back to Two Rivers

#### Vetter Plant About Ready for Occupancy

#### New Firms Will Make Furniture Stock

#### Veneer Man Changes Business

Restricted to the Property Methods of the Control o visiting the eastern eithes, states that business in his line is much imposed that the contract of the factors were a contract.

#### Moves Main Office to Chicago

L. C. M. K. as law or conjury, which for years has been so ciated with the southern hardwood business at Memphis, Tenn., has moved its main office to Chicago. It will continue a wholesale hardwood lumberng business at this point.

The storage yards will be maintained at Memphis along the same lines as heretofore. C. M. Kellogg will be in charge of the Chicago office, which is located in the Fisher building, 343 South Dearborn street. His brother, J. P. Kellogg, will continue in charge at Memphis. The change was made to get the control of the set to the large buying in their Though the conthe get the second consequences of the second consequences and the second consequences of the second c

#### Wants American Market for Brazilian Hardwood

Under the designation. Hardwood No. 19417 and American constant officer states in a daily consular report under foreign trade opportuni ties that a man in Brazil desires to find a market in the United States for hardwood. It is stated that manufacturers of pianos, furniture, etc., might be interested.

#### New Industry for Wisconsin Town

A report to essisted. Daggett, Wish, that one concern has located there is a result of the production of electric power. Coase & Thornington of Shawano, Wis., will build a factory in what is known as "the old mill yard," and will manufacture hoops for butter tubs, employing considerable number of men.

#### D. M. Kneeland

D. M. Kneeland, one of the best known northern lumber operators, who has been a big factor in the development of lumbering in the Lake States, operating in northern Wisconsin and southern Michigan, died at Phillips, Wis., at 5:30 A. M., Wednesday, December S. The suddenness of his death, and the short time before going to press, preclude the possibility of ascer taining details as to the cause, but undoubtedly it was due to heart trouble.

Mr. Kneeland was at one of his operations, the Kneeland-McLurg Lumber Company at Phillips. His Bay City associate, C. A. Bigelow, who is with him in the Kneeland-Bigelow Company, the Kneeland, Lunden & Bigelow Company and other Bay City enterprises, was in Chicago when news of Mr. Kneeland's death was received, and immediately left for Wauwatosa, Wis., where Mr. Kneeland had lived for some time and where the remains were to be shipped.

At the time of her husband's death Mrs. Kneeland was visiting her daughter at Boston, Mass.

Mr. Kneeland was born in New York state and came with his parents to Wisconsin years ago. His father located on a farm just outside of the Milwaukee limits. The farm was eventually sold to the city of Milwaukee for a park, and the residence was removed to Wauwatosa.

Mr. Kneeland's connection with the Michelson Hanson Lumber Company, Grayling, Mich., dates back in the eighties. His first connection with the business goes back to 1882 when he became connected with the Falling-Thompson Lumber Company, Berlin, Wis. His association with C. A. Bigelow dates back to 1894, when the Kneeland Bigelow Company was formed at Bay City, this being followed by the Kneeland Lunden & Bigelow

The latest acquisition was controlling interest in the John R. Davis' operations at Phillips, Wis., the style of the business being changed to the

W. t.,10 , , , , .. W · 1 W. C. C. L. Peterski . 11 . The Market Company Licutement Carrieston. · 11 1 . . . 2 - 1 - 1 - 1 - 1 - 1 - 1

#### Three Grand Rapids Kilns Installed at Evansville Factory

 $H_{\rm c}=H_{\rm c}=H_{\rm c}$  , in the section of the country  $R_{\rm c}>0$  . We have  $R_{\rm c}>0$  . When  $R_{\rm c}>0$  , the first section of the forest constant trade Is opening up in good shape, as It coms to be looking out for new

W. the Indiana Furniture Company of Exansylle, Ind. has contracted with publicity of this character, but we would thank you in this special instance to so favor us.

### Machinery Firm Increasing Its Order

a proved condition as the confer by the large rendered more certain almost every day by the reports of business advances coming from all sections of the country.

The Diamond Iron Works of Minneapolis, Minn., manufacturers of mill and transmission machinery, have the following to say on this general subject:

The western bunder manufacturers are looking forward to a marked increase in the demand for their products during the coming senson.

The first of attention is in evidence and success all who are interested in the bunder attention is in the limited Liberte and on the Pacific coast. Furting the past few months the demandhas increased to such an extent that fills, which a box months are were right or future business are so good that the manufacturers do not expect to be able to supply the requirements with the present mill capacity, and a large number of new sawmill projects are now in contemplation or in progress.

The Brooks-Scanlon Lumber Company of Minneapolls has recently completed plans and has closed a contract for the machinery for a large mill to be creeted at Bend, Ore, and the Rutledge Timber Company, which is controlled by the Weyerhaeuser interests is building a large mill at Coour d'Alene, Idaho.

The Diamond Iron Works of Minneapolis have the contracts for furnishing the complete machinery equipment for the solids. The demand for sawmill machinery is steady increating and we have at present more orders on our books for sawmill and transmission machinery than at any time for several years past.

Having anticipated the demand for mill equipment, and in order to be prepared to take cure of the large trade, which the revival of the lumber business creates, the management of the Diamond Iron Works has consistently refused to consider effers which have been made to them during the past summer to take on contracts for war munitions.

### Pertinent Information

#### Consumption of Gum Fifty Per Cent Greater than in Previous Year

In commenting on Hardwood Record's Cincinnati market report in the issue November 25, B. F. Dulweber of the Kractzer Cured Lumber Company, Cinelanati, O., and Moorhead, Miss., says that the report didn't make the situation regarding gum anywhere near strong enough. Mr. Dulweber says:

Making a very conservative, estimate we would say without hesitancy that the present demand and consumption of gum lumber is fifty per context than it has been in any preport year and we are sure that this estimate will be confirmed by anyone at all familiar with the gue, lumber situation.

The reason for this is not due entirely to the general business revival, but more particularly perhaps to the substitution of gum lumber for other woods, as our records show that seventy five per cent of our business this year has come from people who were not previously regular users of gum impher.

This is truly remarkable evidence in surrors of the general center.

This is truly remarkable evidence in support of the general contention that gum is improving wonderfully. Mr. Dulweber specializes in gum and is able to give a statement that conforms to the real facts in the case.

#### The Lumber Outlook

The National City Bank of New York, in its summary of the country's business on December 2, had the following comment on the lumber situation:

The manufacture of lumber and of railway equipment are two industries that have been particularly depressed and hopeless. Everywhere but in the Pacific Northwest the former has undergone a very rapid change in the last month. Notwithstanding the scarcity of shipping and high rates, the export trade has been large, the Italian government alone having come into the market for 40,000,000 feet of lumber for winter shelter for its army. The foreign sales would be much larger if cargo space could to had. The demand for yellow pine for general

building purposes in the Middle West, where great prosperity prevails throughout the rural communities, has put the mills of Texas, Louisiana, Arkansas and Mississippi upon full time, and in some instances double time, and relieved the South Atlantic states of their competition. Throughout the East the demand in the busy industrial towns and for general purposes has become very active. Prices have been moving rapidly back to normal figures. The Pacific coast mills, unfortunately, are prevented from participating in the Atlantic coast business by the closing of the Panama Canal, but they are sharing with the northern and southern mills in the improved conditions west of the Mississippi.

#### More Optimism from a Reliable Source

Secretary W. H. Weller of the Hardwood Manufacturers' Association of the United States has been conducting an analysis of the hardwood situation throughout the country. He sent out the following report to

A careful canvas by this office of the hardwood producing mills of the country and an analysis of reliable reports on the consuming territory reveal a condition in hardwoods that has not existed for many months. The mills report an activity in the demand for nearly all species of hardwoods such as they have not experienced for several years. It has the snap and vigor of a real, live, permanent revival that has come to stay

the snap and vigor of a real, live, permanent revival that has come to stay.

Most of the stocks which have been carried by the smaller mills have practically been cleaned up. The larger mills report that in many grades they are sold up to the green stock and that in some items an acute shortage is threatened on account of the strong demand. Those in close touch with and who are students of conditions are not booking orders except for immediate shipment, feeling that all things point to better conditions in the near future for all kinds of hardwood lumber, including bill oak, crossties and switch ties, which for some time past have been in poor demand.

On the other hand, our reports show the consumer is not carrying much

ing bill oak, crossties and switch ties, which for some time past nave been in poor demand.

On the other hand, our reports show the consumer is not carrying much stock, in fact, his stocks are much lower than they have been at any time for many years. The condition of the market and the uncertainty of business since the breaking out of the European war have not been conducive to loading up very beavily, and most of the users of hardwood lumber have been following the hand-to-mouth policy of buying their lumber as needed and working up the stock they already had on hand. They now find themselves in the face of an improving business situation with inadequate supplies and are coming into the market with the definite purpose of doing business.

Building permits in all of the larger cities of the country, as shown by carefully compiled figures, have increased greatly within the past few weeks.

The October report of actual sales of hardwood lumber, issued November 15, by this association, shows an increase in sales over the previous month of 51.1 per cent. These figures coming in simultaneously with other reports confirm our statement that the hardwood business is better and everything points to an era of prosperity.

San Francisco's Triumph

#### San Francisco's Triumph

On December 4 the San Francisco fair closed its gates in a blaze of The great enterprise had made good. It had paid all its debts and had more than a million dollars of profits in the treasury. California, and especially San Francisco, put forth a great effort and succeeded in spite of war abroad and business depression at home. The turnstiles at the entrance gates recorded the passage of 18,750,000 persons. The fair at San Diego will remain open another year and large numbers of exhibits from the San Francisco Exposition will be installed there, and the southern show will doubtless attract many persons who did not visit San Francisco. The success recorded for the western attractions was due largely to advertising. No stinginess was shown in the use of printers' ink, and results speak for themselves.

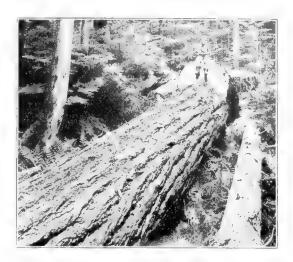
#### Lumber Rates in Missouri

The Public Service Commission of Missouri issued the following order in the recent maximum rate and continuous mileage cases, allowing the railroads in Missouri to put in effect the following rates January 1, 1916:

	•	LUMBER	RATES	
10 15 20 25 30 35 40 45	Miles	4.0 Cents 4.2 Cents 4.4 Cents 4.6 Cents 4.8 Cents 5.0 Cents 5.1 Cents 5.3 Cents 5.4 Cents	155 Miles 8.5 160 Miles 8.6 165 Miles 8.7 170 Miles 8.8 175 Miles 8.9 180 Miles 9.0 185 Miles 9.1 190 Miles 9.2 195 Miles 9.3	Cents Cents Cents Cents Cents Cents Cents Cents
50 55 60 65 70 75	Miles. Miles. Miles. Miles. Miles. Miles. Miles. Miles. Miles.	5.8 Cents 5.9 Cents 6.1 Cents 6.3 Cents 6.4 Cents	290 Miles     9.4       210 Miles     9.6       220 Miles     9.7       230 Miles     9.9       240 Miles     10.0       250 Miles     10.2       260 Miles     10.3	Cents Cents Cents Cents Cents
85 90 95 100 105 110 115	Miles.	6.7 Cents 6.9 Cents 7.0 Cents 7.1 Cents 7.2 Cents 7.4 Cents 7.5 Cents 7.6 Cents	270 Miles 10.5 280 Miles 10.6 290 Miles 10.8 300 Miles 10.9 310 Miles 11.1 320 Miles 11.2 330 Miles 11.4 340 Miles 11.5 350 Miles 11.5	Cents
130 135 140 145	Miles	7.9 Cents 8.0 Cents 8.2 Cents 8.3 Cents	360 Miles       11.8         370 Miles       12.0         380 Miles       12.1	Cents Cents Cents Cents

For rates over two or more lines, add 2c to the above rates.

Over one line,  $1\frac{1}{2}c$  less than lumber rates for equal distances. For rates over two or more lines, add 1 1/2 c to tie rate.



A Tidewater Logging Operation at

## HOLDING PRICE

Good ground, highest quality timber, everything that makes for value and for cheap and profitable logging.

There are about one hundred and twenty-five millions on the present compact tract, which lies in front of an area almost as well forested and more than three times as large. The price is

#### Less Than Two Dollars per thousand feet

Logging, towing and delivering to market, including interest and depreciation, under proper management, would be less than \$5.50 per thousand feet.

The logs, camp run, on a normal market, should average at least \$11 per thousand feet, owing to their exceptional quality.

Hence, the net profit to competent operators would be \$3.50 per thousand feet, or 175 per cent on a \$2 investment.

With the turning of the tide such opportunities will disappear from the market.

We have our own detailed estimates, reports and topographic maps on this property—WE KNOW ITS WORTH.

Application to one of our officers will bring complete information to bona fide investors.

## James D. Lacey & Co.

#### **Timber Land Factors Since 1880**

Chicago, Ill., 1750 McCormick Building

Portland, Ore., 1310 Northwestern Bank Building

> Seattle, Wash., 1009 White Building

A Gigantic Flagpole

If the second of the second of

Coloring Matter for Paper Making

The forests are called upon to supply most of the material for paper making, but bleaches and coloring preparations come from elsewhere, and they are of the greatest importance to the paper industry. The war has interfered with the importation of dives and the shortage which has long been predicted has come. The textile industry was the first to feel it, but the scarcity has made itself felt elsewhere. Those who are posted in paper affairs are confident that it is going to be extremely difficult for the mills to guarantee uniformity of shade on the white as well as colored papers, as a number of the nails are experiencing difficulty in getting bleaching powder and are forced to use substitutes which have not been very satisfactory. It will be a question of a very short time only when all mills will be confronted with the same proposition.

#### Remarkable Railroad Building

Russia used more than 3,500,000 crossties in its new road from the interior of the empire to the open port on the Arctic ocean at Ekaternia. That was unquestionably the greatest piece of railroad building ever yet done. The time is double tracked and 600 miles long, and it was built in six months by American engineers and an army consisting chiefly or prisoners of war. Many thousands engaged in the work, which was pushed to the utmost in order to open the way for imports through an in the port during the coming winter. The partial isolation of Russia by the closing of the Baltic ports will be largely overcome by the building of the new line by which the outside world may be reached at all substitute.

#### Wood's Great Place in War

The notion that steel, dynamite, poisonous gas and liquid fire are the prime factors in the present war, aside from the men, is not wholly just to wood. It is difficult to enumerate all the important service which wood is doing, but a picture in The Sphere gives us some idea of the way timber is being brought into service in the war. It shows four long streams of Italian soldiers hauling a piece of heavy artiflery to its position amongst the mountain slopes, and to effect this the read over which the gun has to travel is constructed of timbers laid crosswise after the style of railway crossites, and on these planking is placed to make a road for the wheels. For this one item considerable quantities of timber are used, and where the enormous requirements of wood for the miles of trenches, the making of huts and other edifices for the military are remembered, it will be evident to all the great part that wood is taking in this conflict.

Wood has played an important part from the time of the wooden horse of Troy to the corduroy roads built by General Grant, over which to move his artillery and wagon trains during the Civil war. During the siege of Jerusalem by Titus, the Romans cut down every tree within twelve miles of the city to make battering rams and platforms. Even greater destruction was caused to forests in Spain during sieges of Moorish cities by the Spaniards. The double line of wooden walls which known in history.

#### A Peculiar Tree of Borneo

The nerthern half of the great island of Bernko an island larger than the state of Texas is a British possession, and a forester was recently appointed to explore the timber resources. The forester employed to undertake the important work is D. M. Matthews, formerly of the United States Forest Service and later of the Philippine service. He has already entered upon his work, and is finding some unusual things.

The rungas tree is one of these. The heartwood is dark red with a black stain; but the peculiar thing is that two woods, widely different in lardiess and texture, occur in the same trunk. The sapwood is soft, light, and spongy, and is two or three inches thick on trunks of average size; while the heart is heavy and very hard, and has a totally different old rune the same.

It is not unusual with trees everywhere for the sap to be lighter in color than the heart, but the texture is the same in both, and there is little difference in hardness. It is well known that sapwood changes to heart, the transformation involving little more than an accumulation

of dead matter and a consequent clause in color in passing from sap to heart. But the rungus seems to involve much more. A radical change in the character of the wood takes place. Further investigation will be awaited with interest, in order to determine what really takes place. Some have suggested but apparently without any definite information on the matter, that the change from sap to heart occurs somewhat in the same way that petrification takes place when wood changes to stone; that is the original tissue is replaced, particle by particle, by others,

Planting Eucalyptus Trees

A lecturer who is working in Australia is authority for the statement that in 1913 there were 30,000,000 eucalyptus trees planted in the United States. The correctness of that statement is doubtful, but if it is arue, a good many tree clanters are in for a disappointment in years to come. Again and again has the cucal; ptus fraud been exposed, but it appears that a large number of unsophisticated fish still take the bait. The fraud lies more in the claims made for the tree than in the tree itself. The eucalyptus grows rapidly and it quickly attains large size in regions where the climate suits it; but the wood is bard to season, hard to work, and hard to handle. It shrinks more, warps worse, and checks more persistently than any native American wood. Tests have shown that little of it is fit for any use other than fuel before it has attained an age of about lifty years. After that, it is thought probable that some use may be made of the wood. who plant the trees with the expectation of waiting that long for returns may not be disappointed. Better plant walnut or ash.

#### Indiana Still Has Some Big Poplar

There is shown on this page a photograph of a vellow poplar tree growing in the state of Indiana, eighteen feet in circumference four feet from the ground and seventy five feet to the first limb. The owner, Carey Morris, is standing at the base of the tree. Mr. Morris says that when he was a boy thirteen years old, timber buyers offered his father \$6 for this poplar. While this was considered an extravagant price in those days, the offer was refused, and the son later in 1912 refused an offer of \$500 for the same tree. However, he says he doesn't have to sell it and he doesn't intend to. The prospects are this giant will continue to occupy its place for years to come.



WHEN THE MAN IN THE PICTURE WAS THIRTEEN YEARS OLD, HIS FATHER WAS OFFERED SIX DOLLARS FOR THIS INDIANA POPLAR

## THINK

Of Us, When in Need of Better Hardwoods!

## H. H. HITT LUMBER COMPANY

Manufacturers of

"TENNESSEE VALLEY HARDWOODS"

Hardwood Lumber



Hardwood Flooring

## DECATUR, ALABAMA

OAK
POPLAR
BAY POPLAR
S. L. YELLOW PINE
RED & SAP GUM
WHITE ASH
HICKORY

BAND MILLS
PLANING MILLS
DRY KILNS
SPECIALTIES
QUARTER SAWN
WHITE OAK &
OAK FLOORING

We have at present a well assorted stock of

15,000,000 Feet of Fine Quartered White Oak, Plain White and Red Oak, Poplar, Ash, Tupelo and Sap Gum

Send Us Your Inquiries

"OAK FLOORING SPECIALISTS"

Eastern Representative, W. F. BIXBY, Jamestown, N. Y.

#### New Regulations Governing Export Procedure

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#### WE WANT WALNUT

It you have Black Walnut Logs 13" and larger in diameter and or longer in length, write us for prices and particulars. We are in the market now for two million feet

PICKREL WALNUT CO., 4025 Clara Avenue, ST. LOUIS



#### TIMBER ESTIMATES

Northern, Southern & West Indian Hardwoods

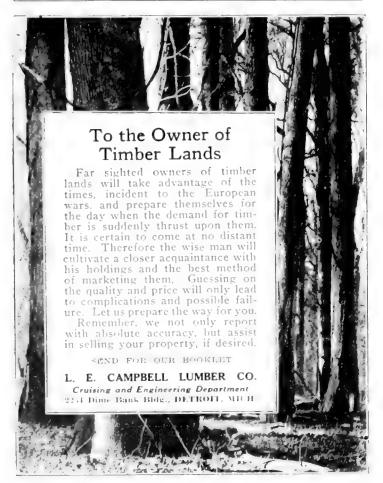
Estimates

Maps

Reports

D. E. LAUDERBURN, Forest Engineer

156 Fifth Avenue NEW YORK, N. Y.



The control of the the control of the control of compliance with the first of the control of the

collection of Scholie R. Chemin. The other decisillential of all collections of the right of the second of the sec

1 O and after language 1 1900. The legal requirement that goods for present of the suit deformed the language until shippers' or resented modes are written trickly enforced.

#### Sumac for Tanning

With the selections of the country at a found necessary to traped deliteral upplies from high resent the requirements of turner in the United States (1000) points in 1913 totaled 16,014,203 position on 1914 they fell to 12 % 7 82 pounds but rose in the fiscal wear 1915 to 11 034,570 pound. See a recultivated crop in Italy and the rary ring and curring of the neave is a regular business. The should take switch bear the leave are cut to make them droop or hang down but are not entirely severed. They remain hanging until dry and are too contexted and ball discusses to use or export. They are rich in tannin and are bought by tanneries which produce fine grades of leather like that known as more on Tacre is no reason why the United States cannot produce its own sumac. In fact, enough grows wild in this country to supply the entire demand at present, but the leaves are islowed to go to waste in most confiderable quantity is gathered in Virginia and some is collected in other regions. disposed to take possession of abandoned fields and it covers the ground Two kinds are common, staghorn and dwarf. in compact thickets. general appearance they are much alike, but the small twigs of the staghorn species are covered by fuzz, while those of the dwarf sumac are smooth. Although one is called dwarf, there is no great difference in size between it and the other. Both may have trunks eight or ten inches in diameter, but both are generally mere bushes. Dwarf sumac is a little richer in tannin than the other

### Hardwood News Notes

#### =≺ MISCELLANEOUS >----

The Mount Vernon Novelty Corporation has been incorporated at Mt. Vernon, N. Y.

The capital stock of the Sligh Furniture Company, Grand Rapids. Mich., has been increased to \$600,000,

At Wells, N. Y., the Adirondack Wood Products Company has been incorporated, its capital being \$50,000,

The W. L. Cortelyou Company recently begun business wholesaling hardwood lumber and veneers at Cincinnati, O.

The Hinton Manufacturing Company has been incorporated at Mc-Comb. Miss., to manufacture veneers and box shooks.

The style of the Northern Couch Company, Port Washington, Wis.,

has been changed to the Wisconsin Couch Company. The J. A. Johnston Office & Bar Fixture Company, St. Paul, Minn.,

recently suffered a loss by fire estimated at \$15,000. Voorhees & Son's business, Logansport, Ind., has been reorganized

under the name of the California Disappearing Bed Company.

The Hellrath-Dieckmann Refrigerator Company, St. Louis, Mo., has changed its title to the National Refrigerator & Fixture Company.

The Canton Cabinet & Construction Company has been incorporated by Archer H. Carter, Adolf Widmer and E. S. Folk at Canton, O. The capital is \$12,000

#### ====< CHICAGO >====

- J. M. Wells, president of the Arla Lumber & Manufacturing Company, St. Louis, Mo., announces the birth of a daughter, born in his home November 21.
- D. E. Kline, head of the Louisville Veneer Mills, Louisille, Ky., spent a low days in Chicago last work on lorsines
- E. Heineman, sales manager of the Heineman Lumber Company, Merrill, Wis., made a short business trip to the local market recently.
- J. S. Otis, head of the Otis Manufacturing Company, New Orleans, La., large manufacturer of solid mahogany, was in Chicago for a week recently leaving a week ago last Wednesday for Rockford. Mr. Otis said he found only the most encouraging situation throughout the mahogany consuming territories, stating that the increased interest in period furniture is helping the solid mahogany situation materially. Mr. Otis said that mahogany prices are advancing rapidly and consistently.

HARDWOOD RECORD has received the November issue of Wood Con-



This shows the possibility of FIGURED QUARTERED RED GUM as used in our private office We specialize this wood

#### Importers and Manufacturers

### Mahogany and Cabinet Woods SAWED AND SLICED

Ouartered INDIANA White Oak, Red Oak, Figured Red Gum, American Walnut, Etc.

> Rotary Cut Stock in Poplar & Gum for Cross Banding, Back Panels, Drawer Bottoms & Panels.

## The Evansville Veneer Company, Evansville, Indiana

struction, published by the Ohio Association of Retail Lumber Dealers. The issue contains a notice that its secretary, W. Austin Phelps, who has been active in building up the association and advancing the principles for which it stands, will retire the first of the year to take a position of manager of the publicity and convention department of the Toledo Commercial Club. Finley McDowell Torrence, who is well known in Ohio lumber circles, will be the new secretary.

R. S. Huddleston, president of the Huddleston-Marsh Mahogany Conspany of Chicago and New York, who a few weeks ago took up his rest dence in New York having in charge the manufacturing, importing and eastern sales work of the company, was in Chicago for two days last week for a hurry-up conference with Mr. Marsh. Mr. Huddleston was accompanied by his wife. He says prices are advancing remarkably in all items of mahogany and that the situation is better than it has been Mr. Huddleston, Mr. Marsh and their associates havfor a long while. been getting all kinds of business for their newly organized company.

The P. A. Wetzel Company, manufacturer of filing cabinets, etc., has moved from Rockford, Ill., to Chicago.

The Edward Krantz Company and the National Vacuum Sweeper Company have been succeeded by the United Vacuum Sweeper Company, Chicago, Ill.

The Chicago Switchboard Manufacturing Company has been incor porated with a capital of \$7,000.

The George D. Emery Company, New York, N. Y., announces that on December 6 its offices were moved to Twenty-fifth street and Eleventh avenue.

#### =≺ BUFFALO ≻=

The Chamber of Commerce has lately prepared figures to show the industrial growth of this city, and it is stated that as much gain has been made in the past two years as in the previous ten. In 1900 the city had 1.479 industries, with a payroll of \$19,000,000 and producing goods each year valued at \$105,000,000. In 1913 the industries had increased to 2,074, with a payroll of \$54,000,000 and producing goods valued at \$325,000,000. The iron and steel trade has been one of the leading factors in this growth. Buffalo has more than held its own as a hardwood center in the past few years and this important industry has had a large part in contributing to the prosperity of the city.

Michael Zeis, a manufacturer of doors and hardwood trim, died at his home in this city on November 30, aged sixty-eight years. H. was head of the firm of M. Zeis & Sons and had been in business here for many years. Death was caused by a stroke of apoplexy. He is survived by his wife, three sons and five daughters.

Anthony Miller's yard is receiving stocks of maple and birch, which are reported most in demand at present, though trade is said to be rather slow to make a gain.

TO CONTRACT IN THE TENT OF THE PROPERTY OF THE

The Atlantic Lumber Company is quite busy and states that there is a good improvement in the common grades of oak, while firsts and seconds in maple are also in good demand.

J. B. Wall of the Buffalo Hardwood Lumber Company has gone South for a two weeks' business trip. He will visit Alabama, Arkansas and Mississippi before returning.

A new dock 775 feet long is being built on the Buffalo river by C. Elias & Bro. at their yard. The Buffalo river will be deep enough to permit large vessels to bring lumber direct to the yard.

Jackson & Tindle are carrying on logging operations at their tract at Jackson Borough, Ont., getting out a large amount of lumber, especially spruce, whitewood and poplar.

E. W. Goerlitz has returned home from a business trip to Michigan for T. Sullivan & Co., and reports a good demand for hardwoods there. The yard has lately been receiving a large stock of brown ash.

The Yeager Lumber Company states that a better feeling exists in hardwoods, though price unsettlement still exists to some extent. Poplar is reported to be selling in larger quantity than for some time.

The Hugh McLean Lumber Company finds the hardwood trade improving and states that the furniture factories are now running more actively than for some time.

#### =≺ PITTSBURGH ≻===

The American Lumber & Manufacturing Company announces that prices are higher all along the line and that inquiry is coming in at a rate which guarantees better shipments after the first of the year. Some complaint is noted because of the car shortage in this district.

The Joseph Cottrell Lumber Company is busy at its plant in Virginia and is turning out a fine lot of mine and railroad lumber for which it finds

The Frampton-Foster Lumber Company has taken some of the biggest orders in its history during the past month. The company's business with the corporations and especially with the railroads has been very satis-

The Acorn Lumber Company believes that prices are up to stay, although it is a little uncertain what will develop in a business way next year because of the war and a Democratic congress together with the presidential election. However, President Domhoff is inclined to think that the market will be good.

Having stad the rigid test of time and been pronounced ideal.

#### Perkins Vegetable Glue

now gains still further distinction by being pronounced by United States District Court "meritorious and valuable, and a distinct advance in the art."

The Perkins patents were sustained in a decision by the court.

The Perkins Glue Company is the only company that has made of vegetable glue a perfect product.

J. M. S. Building

## Competition Stimulates Quality

A buyer's market invariably results in quality competition in manufactured goods—for obvious reasons. Quality competition without added quality to back it is disastrous—requiring more rigid guarantee of goods it means that the man not able to improve his product here and there to approach perfection is merely betting with himself on whether he will or will not have to make good on stock which, to get the order, he guaranteed.

## Perkins Vegetable Veneer Glue

allows you to make any reasonable guarantee with impunity. It does away entirely with blistered work, and can be shipped to any climate without fear—thus vastly increasing the sales field.

#### Perkins Vegetable Glue

is guaranteed to be uniform, requires no hot, obnoxious glue room, will not sour, costs 20 per cent less than hide glue.

Use Perkins Glue and make your guarantee safe for you

PERKINS GLUE COMPANY SOUTH BEND, IND.

Originators and Patentees

The Aberdeen Lumber Company abnorms a that while there is a little more activity in gum and ectronwood it has not reached the enthusiastic stage yet. The tendency, however is toward larger orders and higher prices.

The West Penn Lumour Company has been doing a very satisfactory business this fall. Its ethera's report higher prices and a much stronge demand for hardwood.

#### → BOSTON >

On Novel or 19, Walter Moore, a veteran lucerman of Bostor, while contending with the storm in his effort to reach home, was stricken with an attack of heart failure, resulting in almost immediate death. He had been a familiar figure in the local trade for over thirty years, and is survived by his son, Arthur M. Moore, secretary of the Massachusetts Wholesale Lumber Association, and his grandson, Myron E. Moore

Arrangements are being made to transfer the essness of the Pacine Coast Lumber Company of Medford to G. W. Blanchard & Co., having ones a ros in Medford Arlington Wanchester and Stonerum. The Profits of a Junioral Compan. Trainer its and analogal difficulties recently, suspended business to form some plan for the protection of its creditors.

On January 17 and 18 the American Forestry Association will hold its thirty-fourth annual convention at the Copley Plaza Hotel, Boston, the first day being devoted to a joint meeting with the New England Forestry Association.

The Wester & Berney Company has been it expected at Walthams, Mass. 22. Conf. 1. 850,000. The pitter, inexpected for Wm. A. Welster and Wm. A. Welster, Jr., both being well known in the trade in their connection with the Webster Lumber Company of Watertown and the Wm. H. Wood Lumber Company of Cambridge, respectively. Other firms which have been organized for the lumber business are G. A. V. 1. 45. The Company of the Lumber Business are G. A. V. 1. 45. The Company of the Harry F. Hills Lumber Company, Manchester, Conn., capitalized at \$50,000; the Freedom Lumber Company at Freedom, Me., capital \$10,000.

A number of lumber consuming industries have commenced operation of N. W. i.i., at the Wood, 21ch, at the N. W. Lender Builders' Flidsh Company, Augusta, Me., for \$85,000; the Kimberly Woodworking Company, New Haven, Conn., for \$29,000; the National Wood Products Company, Augusta, Me., for \$1,000,000, and the Ozark Construction C. III. 12.12.13.13.13.850,000.

#### ===≺ BALTIMORE >=

Hill & Mount, lumber dealers of Newark, N. J., have leased the building 12-18 Eastern avenue, containing about 35,000 square feet, and will manufacture boxes to fill a large war order for the Bartlett-Hayward Company for shipment of munitions.

The statement of building permits issued during November is out and shows new improvements of an estimated value of \$924,985, additions worth \$75,010 and alterations of \$103,420 more, a grand total of \$1,103,415. This brings the total for the first eleven months of the year up to about \$10,700,000. Should December be fairly active, the total for the year will not fall far short of \$12,000,000, which will be several millions less than in 1914, but comes entirely within the war period, and is therefore to be regarded as very satisfactory.

R. E. Wood, president, and G. L. Wood, general manager of the R. E. Wood Lumber Company, have gone to their former home in Pennsylvania for a few days.

#### 

According to the report of the Columbus building department for the month of November, there were 243 permits issued for structures estimated to cost \$337,550, as compared with 141 permits and a valuation of \$377,385 in November, 1914. For the first eleven months of the year the department issued 4,737 permits having a valuation of \$4,778,085, as compared with 2,550 permits and a valuation of \$5,879,865 for the corresponding period in 1914. The issuance of a permit for the erection of the Deshler hotel to cost more than \$1,000,000 in 1914 caused a better showing in that year as compared with 1915.

James G. White of Gallion, Ohio, a member of the Union Association of Lumbermen and Sash and Door Salesmen, died suddenly the latter part of November.

William F. Galle, doing business as William F. Galle & Co., 1202 Budd street. Cincinnati, against whom involuntary bankruptcy proceedings were instituted recently, filed in the United States District Court his schedules showing Habilities amounting to \$128,253,64 and assets \$29,840,19. The assets consist of cash, \$754; bills, \$400; stock in trade, \$25,280,92; debts due on open accounts, \$2,859,73; insurance, \$975, and personal property, \$312.

The Jeffrey Manufacturing Company of Columbus, Ohio, manufacturer of the well-known Jeffrey conveying machinery, has recently opened a branch office in the M. & M. building, Milwaukee, Wis. This office is in charge of A. Q. Datear. The establishment of this office makes the eleventh sales

## THE popular Birds Eye Maple Furniture is made from our Bleached Veneers that will not Turn Yellow.

Send for Samples

#### BIRDS EYE VENEER COMPANY

Escanaba, Michigan

office maintained by the Jeffrey Manufacturing Company in addition to its home office, and it is represented in foreign countries.

Lemon L. Smith, wholesale lumber dealer of Johnstown, Pa., has leased considerable property at Ivorydale, a suburb of Cincinnati, which he will use as a wholesale storage lumber yard. He will operate in connection with it a planing mill.

The Powers Lumber Company of Cincinnati, Ohio, has been incorporated with a capital of \$10,000 to deal in lumber. The incorporators are, J. N. Powers, Edward Ehme, J. E. Devins, Katherine Powers and J. H. Dierkes.

The Building Material Company of Steubenville has been incorporated with a capital of \$75,000 to deal in building materials. The incorporators are, J. E. Brandon, W. J. Beglin, J. H. Batey, H. A. Sanders, L. S. Batey.

The Cleveland Lumber Company of Cleveland, Ohio, has an authorized capital of \$25,000 to deal in lumber. The incorporators are, J. Frank Pease, Robert F. Bingham, Stanley L. Orr, Amos Burt Thompson and Julius P. Prever.

R. W. Horton of the W. M. Ritter Lumber Company reports a better demand for hardwoods. Buying is along more liberal lines. Retailers are now inclined to increase their stocks. Considerable buying is also being done by factories, especially furniture and box concerns. Prices are on the upturn and strength is shown in every locality.

#### =≺ CINCINNATI ≻=

A new record for general building activities in Cincinnati probably will be set before the close of the year, according to a statement recently given out by the Building Commission. Up to November 1 the estimated cost of improvements was shy approximately \$1,261,700 over the biggest year on record, 1911, when the cost of new buildings erected and improvements reached \$13,383,000. There are enough big projects on which work soon will start, or now awaiting permits to build, which are confidently expected to carry the year's grand total considerably over the 1911 mark. Thus far, there has been a gain of forty-six per cent over the building operations of last year.

The National Implement Company was incorporated for \$10.000 to engage in the manufacture of farming implements. H. Nau, T. D. Auble, C. B. Inman, W. L. Carver and Oliver Lindberg were the incorporators.

The recent demand of the Southern Hardwood Traffic Association, the Tennessee Manufacturers' Association and other allied associations, for a scientific readjustment of freight rates on lumber from southern producing points to manufacturing centers in order to eliminate certain inequalities, meets with general approbation among the Cincinnati hardwood dealers. Petitions to this effect were forwarded to the Federal Trade Commission and the Department of Commerce. The petitions were the result of the announcement that carriers operating in the Mississippi valley would advance lumber rates soon after December 1. As yet no news has been received here regarding the action taken. Application for the suspension of the new tariffs pending an investigation has been filed with the Interstate Commerce Commission.

#### **----**≺ *TOLEDO* **>**--

The Gotshall Manufacturing Company has been fortunate in finding a small lot of splendid walnut timber which its mills are now turning out ready for shipment. Walnut is in very good demand on this market and is commanding high prices when it can be secured, ranging in price according to quality and thickness from \$110 to \$150.

The Skinner Bending Company finds a better call from wagon and carriage concerns. The automobile rims are still strong and the concern is noting improvement all along the line.

One of the rapidly growing concerns in Toledo is that of Kenworthy Bros., which a short time ago opened up a small establishment and took orders for hardwood ficors. The trade grew until now this concern occupies a splendid plant on Adams street and is not only doing a large local business in hardwood floors and choice parquetry, but their trade now covers southern Michigan and northwestern Ohio, and is

rapidly increasing. The year's contracts include extensive installations of floors for office buildings, churches, schools, club rooms, etc. Grover Kenworthy is the manager of the firm.

W. H. Rinehart is no longer with the Toledo Bending Company, which has been reorganized with B. C. Byers as treasurer and manager, and F. D. Suydam as secretary. This concern reports a growing trace, with a fine call for wagon rims. There is also some call for carriage and auto rims.

David Trotter, president of the Trotter Lumber Company and stockholder of the Booth Column Company, died suddenly Monday, November 22, while inspecting a dock at the Elliot-Wean Lumber Company. Mr. Trotter had been in ill health for some time, but his death was unexpected and a shock to his friends. He was aged sixty years and left a wife and brother.

Toledo building permits have amounted to more than \$7,000,000 thus far, this being nearly a million and a half dollars more than the amount of permits for the same period of time a year ago.

#### =**≺** INDIANAPOLIS **>**=

The Marion Handle Works, Marion, Ind., recently cut its working day from ten to nine hours. The change was made voluntarily by the company, as there had been no objections to working conditions.

The Oxford Lumber Company of Oxford, Ind., has been incorporated with an authorized capital of \$15,000. The directors are Daniel A. Messner, George H. Hart, Charles H. Dodson and James E. Garvin.

W. B. Roberts, sixty years old, a well-known lumber dealer of Rochester, Ind., died suddenly last week following an attack of apoplexy. He was in a woods four miles south of the city when he became ill and died before a physician could arrive.

E. C. Atkins & Co., saw manufacturers, in order to foster the teaching in vocational education classes of the arts of woodworking, have presented to a local high school a valuable demonstration saw.

J. J. Gardner, a well-known railroad man of this city, who has been connected with the Frisco lines for many years, has resigned his position and has gone to Cincinnati, where he expects to engage in the lumber business.

#### \_\_\_\_\_< EVANSVILLE >=

The Evansville Vencer Company writes letters on vencer one onethousandth of an inch thick and glued on paper. The thinly-sliced wood does not break in folding. George O. Worland, general manager, reports trade still on the upward grade. The plant is being operated on full time.

The handle factory at Mt. Vernon, Ind., during the past few days has been receiving some nice hickory timber from along the Wabash river, having been towed by the towboat New Haven.

Building operations in Evansville for the month of November showed an increase of 450 per cent over the corresponding month of last year.

A. M. Tucker, aged eighty years, for many years head of the A. M. Tucker Furniture Manufacturing Company at Brookville, Ind., died at his home in Brookville a few days ago. He was well known to the lumber manufacturers of that section.

Daniel Wertz of Maley & Wertz has returned from a business trip to the northern part of the state. He reports trade conditions improving everywhere.

Lewis Heffner, aged seventy years, head of the Heffner Lumber & Coal Company at Elwood, Ind., died at his home in Elwood recently. Mr. Heffner was one of the leading citizens of Elwood and had been engaged in the lumber business for about fifty years. He also had extensive interests in many of the southern states.

The Green river road sawmill of Maley & Wertz, which was closed down a few weeks ago because of the scarcity of logs, has resumed operations with a force of fifty men, and it is expected the plant will run on steady time the rest of this month. The main mill of this firm has been operated steadily most of the year.

## Kentucky Oak

results in

#### Satisfied Artisans

meaning

#### Money Saved

TS growing conditions ENFORCE an unvarying uniformity of color and grain. Its texture has a silky softness that delights and contents your workers.

I TS beautiful, clean boles make possible unusual widths and lengths in which we specialize.

The following values,

#### All Kentucky Stock Should Attract You

- A A A S To Comment of

- 1 or 4.4 H. o. Sep Poplar

  1 of 4.4 No. 2 H. did No. 3

  Poplar

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  Better Beech

#### E. R. SPOTSWOOD AND SON **MANUFACTURERS** LEXINGTON, KENTUCKY

#### We are back on the job with a fine new mill

With over 80,000 acres of the best Hardwood and Hemlock timber in the North and Saw Mill capacity of 40,000,000 feet of lumber a year, we are in a position to furnish you with Lumber, Lath, Shingles, Posts and Poles in small and large quantities for many years to come. Send us your inquiries.



Try some brand new lumber from a brand new plant run by Modern Old Timers

### Stack Lumber Company

Masonville, Michigan

Here  $c_{\rm c}$  is the contraction of the Pendagord Nation rivers in Section K ( ) as well as whether expended on fairly , end that

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There are in the December 2.2 to an attack of apoplexy.

The restriction of the content of the next of the bettern of Club will be held to be 1.00. If the for the content of 14 when nomination with the defendable of the cive during the curring year. Sever perfect frame matter will also come up for all cus lon.

#### ——— ≺ MEMPHIS ≻——

Du. ht. operation in Memph. for November abow a substantial increaters and corners of dung in the let year. This showing is directly in line wit, that made for the part, everal months and confirms expectation, of a profund expansion in, unliding activity as compared with the provided occur. Money is possible and rates are cheap, with the result that unding activity is the placed not only here but elsewhere throughout the Monphis territory. As a result, operators of planing malls and hander of building hateral generally are doing a quite satisfactory business. Shipments to points in the Mississippi valley states are liberal as reports from a number of towns in this section indicate one; ing in the way of a consider-

Among the prominent visitors to Memphis recently have been John M. Woods of Boston, E. Payson Smith of Minneapolis, G. P. Hall of London, England, and Gerrett Lamb of Chaton Le. Mr. Lamb came down with friend on his none boat "Summer Gett, and was enroute to Charleston, Miss., for the purpose of Inspecting the properties. While here Mr. Lamb and his party were entertained at a dinner dance at the Memphis Country Club.

The Illinois Central this week began the construction of its car repair sheds at its big terminals at Noncommah, New South Memphis. It is estimated that these will involve an expenditure of \$200,000. These car repair sheds will be the largest on the Illinois Central System outside of Chicago.

The Yazoo & Mississippi Valley Railroad Company is preparing to erect a roundhouse at Clarksdale, Miss. A site for this purpose has already been secured and when the roundhouse has been completed the repair sheds located in that center will be removed thereto.

The Earle Cooperage Company, Earle, Ark., is building a new dry kiln and slack barrel stave mill at that point. It is estimated that these improvements will cost about \$100,000. This firm has experimented largely with timber for the manufacture of slack staves at other points and has reached the conclusion that the most satisfactory material for this purpose is available in the territory tributary to Earle.

The Whitman Lumber Company has begun the construction of a large dimension mill on its property east of Earle, Ark. C. T. Whitman, president of the Whitman Lumber Company, is head of the National City Bank of Memphis, and is quite preminent in both business and financial circles here. In addition to this hardwood mill, the Whitman Lumber Company has other extensive properties in the territory tributary

S. Balch & Sons, St. Louis, have leased a large acreage from the Crittenden Railroad Company at Earle and are putting in a plant for the manufacture of automobile accessories, including spokes, rims and other features.

The Crittenden Railroad Company has recently purchased about 6,000 acres of timberland around Black Fish Lake, near Earle, Ark, railroad owned by this company is being extended not only to open up this is why acquired property but also to reach other properties. It is estimated that the Crittenden Railroad Company now has timberland holdings valued at approximately \$200,000. These have been acquired over a period of years dating from the time the main line of the road was constructed as a connecting link between the St. Louis, Iron Mountain & Southern and the Frisco System.

The Johnston-Tustin Lumber Company, which is engaged in handling wholesale hardwood lumber, with offices in the Randolph building, has recently found it necessary to double its office space. C. R. Tustin is in charge of operations for this company at this point and has managed the business of the firm in such manner that a quite rapid increase in the volume of business has been effected.

The DeWeese Lumber Company, Philadelphia, Miss., which closed down immediately after the outbreak of war in Europe, has resumed operations. The management stated that the decision to put the machinery in motion again resulted entirely from the recent improvement in demand, as well as in prices, for lunter. This firm is employing about 306 men at present.

The new sawmill of the Caddo River Lumber Company, Roseboro, Ark., has been completed and placed in operation. It is estimated that the plant cost about \$150,000. The company has enough timber in that territory to last for a number of years.

#### =≺ NASHVILLE >=

M. C. West, formerly a well-known lumberman of Nashville and Monterey, Tenn., has accepted a position with the G. H. Barnes Hardwood Lumber Company of St. Louis. Mr. West has been assistant sales manager for the Davidson, Hicks & Greene Company of Nashville, and formerly was with the Woodcliff Lumber Company at Monterey, Tenn., a branch of J. Gibson McIlvain & Co., Philadelphia.

There are reports of increased activity of the lumber plants at Paris, Tenn. Henry county, of which Paris is county seat, claims lumber plants with a daily capacity of 120,000 feet, and eastern furniture manufacturers are said to have placed an order for all of the red and white oak that can be obtained.

The Supreme court of the United States has refused to grant the Louisville & Nashville Railroad an injunction against the Interstate Commerce Commission order for reciprocal switching by that line with the Tennessee Central at Nashville. Heretofore prohibitive switching charges have been made on competitive business, ranging from \$5 to \$36 per car. All shippers will be greatly benefited by reciprocal switching on an equitable basis, which is ordered.

The H. H. Hitt Lumber Company, a large hardwood concern at Decatur, Ala., will establish a general planing mill business at Chattanooga, Tenn. The Decatur mills will furnish lumber for the plant.

There has been marked increase in building activities in Nashville the past few months. Building permits for the month of November amounted to \$107,216, against \$33,653 for the same month last year.

#### =≺ LOUISVILLE >=

The Louisville Veneer Mills is making a number of improvements in its plant. A new hydraulic press is to be installed and all the glue-room equipment is to be renewed. The business of the concern in all departments has been active of late, and the demand for its specialty, figured red gum, has been especially good. Harry E. Kline, superintendent, is doing most of the log buying.

More logs have been coming into Louisville during the past few months than for a number of years. The piles at local mills are imposing and suggest that long runs are in prospect. The Highland Park mill of the Wood-Mosaic Company has an immense lot of Kentucky logs, and the Edward L. Davis Lumber Company is also well taken care of in this respect. The Louisville Point Lumber Company is getting in a world of logs by rail, in addition to rafts from the Big Sandy, and the Louisville Veneer Mills has one of the best stocks of logs it has ever accumulated, including figured red gum and fine plump poplar for veneers. The C. C. Mengel & Bro. Company has a big supply of both walnut and mahogany logs, and the Parkland Sawmill Company has been well stocked. All of the local mills but one are running, and the log buyers will be kept in the field for some time to come.

Local walnut men, who noticed announcements in the trade papers that the hotel Miami at Dayton, O., was finished in red gum, state that this is a mistake, as the job is almost entirely American walnut. The main floor is finished in that material, this including all the cigar cases and other fixtures, and the mezzanine floor is also trimmed in walnut. All of the furniture in the 400 rooms of the hotel is made of American walnut. There is some red gum used in the interior trim above the second floor. George W. Hartzell of Piqua, O., furnished the lumber and veneers for this work.

New Albany, Ind., city authorities are preparing to extend the lines of the water system so as to provide fire protection for the new plant of the Indiana Veneer & Panel Company. A new street will also be built to the site. Work on the buildings has been begun.

The Louisville & Nashville Railroad Company, which was appealed to by the Louisville Hardwood Club, Cincinnati Lumbermen's Club and other organizations to establish a reconsignment in transit privilege following the withdrawal of this feature several months ago, has indicated that it will do this. D. M. Goodwyn, general freight agent of the company, has stated that the road has been endeavoring to work out with other carriers a uniform plan for reconsignment in transit, and that it is hoped that the matter will be disposed of shortly. The offer of the members of the club to pay \$5 a car for the use of the privilege met with the approval of Mr. Goodwyn, who has since put the same proposition up to the Cincinnati club, to determine whether the lumbermen of that market would be willing to accept a similar charge.

J. H. Townsend, manager of the Southern Hardwood Traffic Association of Memphis, was in Louisville December 7, and was a guest at the meeting of the Louisville Hardwood Club. He gave the local lumber men some excellent pointers regarding the proper organization of their proposed traffic bureau.

T. Smith Milton of the Churchill-Milton Lumber Company has bought a new Cole eight roadster, with special top and finish. Mr. Milton has been driving a Cole four for several years, and it has been considered (especially by the police) one of the fastest autos in Louisville. The new car will be less conspicuous in color, but equally powerful. Another automobile buyer is Harry E. Kline of the Louisville Veneer Mills, who, after geting used to handling an automobile with the aid of a Ford runabout, traded it in and is now sporting a handsome new Buick six of the 1916 model.

## F. M. CUTSINGER

SUCCESSOR TO YOUNG & CUTSINGER

Manufacturers of All Kinds of Band Sawn Hardwood Lumber

We Have Specialized in

## High Grade Quartered Oak

For the Last 12 Years

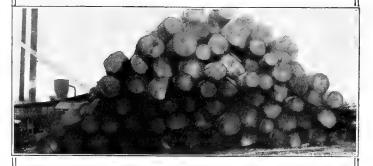
Would Be Pleased to Have Your Inquiries

EVANSVILLE, INDIANA

My books are open to prove that every one of the below logs with similar pile immediately behind is

#### Real Indiana White Oak

The two piles contain 100,000 feet and not a log is under 24 inches. No other oak ever went through my mill.



Of course it is to my interest to get the highest quality of lumber and veneer (hence greatest return) out of such raw material.

Experienced buyers will need no further reason why they should at least get in touch with me

## CHAS. H. BARNABY

Greencastle, Indiana
BAND SAWED LUMBER AND VENEERS

Hardwood Manufacturers and Jobbers

DAY LUMBER & COAL CO. Manufacturers YELLOW POPLAR and WHITE OAK GENERAL OFFICE-JACKSON, KY.

OHIO VENEER COMPANY Manufacturers & Importers FOREIGN VENEERS 2624-34 COLERAIN AVENUE

C. CRANE & COMPANY

Manufacturers of Hardwood Lumber, Oak & Poplar especially Our location makes possible quick delivery of anything in timbers and hardwood lumber 



## Made in St. Louis

Photograph of American Walnut Rotary Cut Panel produced in our Veneer Plant. We also manufacture built-up stock of every description used in fur-niture and fixtures in any thickness, consisting of nicely figured Quartered Gum and Oak, Mahogany, Plain Oak, Yellow Pine, Red Gum, Birch, Ash, Elm, Sycamore, Soft Maple, Plain Gum and Cottonwood.

For particulars, please write

## St. Louis Basket & Box Company ESTABLISHED IN 1880

143 Arsenal Street

ST. LOUIS, MO.

handred between quantity

I to a North of the state of the member of the first of the state of th State he are printed for the vein that he thought the Here is the two per to the transfer to the thought the Here is the transfer to the transfer to the per to the transfer to the per to show that the transfer to the per to show that the Property can work first at an effected and gallood more varies than there is a contract of the first that the eather made the most points

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#### — ≺ ST. LOUIS >

Nevember receipts of lumber in St. Louis, as reported by the Merchanta' Exchange, were 17 200 cars of leaster as against 14,500 cars received in November hast year, a same of 1.7-7 cars. Shipments were 11,675 cars. compared with 9,702 are last November, a gain of 1,973 cars,

List month's estimated value of new buildings and alterations was \$782.941 while a year ago the elemental value was \$650,029, a gain in Nevember this year of \$152,944. The number of permits issued during November the year was 673, compared with 646 a year ago, a gain of 27.

The memorating committees of the various divisions of the Lumbermen's Exchange have made the following nominations for the executive commatters on the regular ticket to be veted on at the annual election on The project 14

Division A. Retail yard dealers. George W. Funck Funck Lumber Company, George L. Walters, Mound City Lumber Company; E. R. Darlington, E. R. Darlington, L. R. Darlington, L. R. Darlington Lumber Company.
Division B. Hardwood dealers and manufacturers, wholesalers and retailers. Charb. E. Thomas, Then as A. Prody Lumber Company; Thomas E. Powe, Thomas F. Powe Lumber Company; Edward Luchemann, C. F. Lucher ann Hardwood Lumber Company, W. P. Anderson, Gldeon Anderson Lumber & Mercantile Company; George H. Cottrill, American Hardwood Lumber Company.
Division C. Pine manufacturers and wholesalers, line yard companies with headquarters in St. Louis. C. M. Ennings, Berthold Jennings Lumber Company; Themas C. Whitmarsh W. F. Fergeson Lumber Company; B. F. Spencer, T. H. Garrett Lumber Company; R. S. Price, Missourl Land & Lumber Exchange; O. H. Sample, O. H. Sample Lumber Company.

The nominating committee of the Lumbermen's Exchange composed of

The nominating committee of the Lumbermen's Exchange composed of Julius Seidel, Thomas E. Powe and Thomas C. Whitmarsh, has appointed the following committees subject to election on December 14:

ARBITRATION - James Prendergast, John A. Rehels, R. F. Krebs, Frank Moore, C. A. Antrim and O. H. Sample, Appeals Gustave Koerner, H. A. Boeckeler, Franz Waldstein, George W. Luchrmann, R. M. Morriss and J. R. Perkins.

#### =-≺ ARKANSAS **>**=

The Fort Smith Wagon Company's plant at Fort Smith, Ark, will soon begin to turn out all of the wagons built by that company to be used in the Southwest. At present the major part of these wagons are manufactured or finished at the home plant in Moline, Ill. The change 1- be a finde on account of the advant ge in freight rates to be had by rammacturing the wagons in Fort Stath, from which place shipments are to be made to customers direct in tod of trota the beine office.

The plant at Fert Smith is equipped for an annual output of 15,000 wagons, and the added number to be made at Fort Smith will not necessitate the enlargement of that plant at present. The number of employes at that place will be greatly increased. W. H. Johnson, manager of the Fort Smith plant, is now in Moline for completing arrangements for the transfer of the additional business to the Arkansas office.

W. C. Racey, W. B. Podds and A. W. Vincent have recently let a contract to Goodrich & Essex to build a box factory at Higginson. The town of Higginson donated the site, and the plant will be completed within the next sixty days.

#### **===<** MILWAUKEE **>**=

The Woodwork Manufacturing Company, 1222 Twenty-third avenue, Milwaukee, has completed plans for the erection of a new plant. The factory will be three stories and basement, 72x48 feet in dimensions and of reinforced concrete construction.

The Foster Construction Company of Milwaukee has been awarded the general contract for the erection of a new box factory for the Nufer-Cedar Company of Whitehall, Mich. The plant will cost about \$30,000.

The Myers Machine Company of Sheboygan, Wis., has reincorporated with a capital stock of \$50,000 and will engage in the auto truck manufacturing business on a large scale. The Wisconsin truck, formerly manufactured by the Wisconsin Motor Truck Company of Baraboo, Wis., will be manufactured. Officers have been elected as follows: President and general manager, George P. Myers; vice-president, Louis P. Helm; treasurer. Joseph G. Myers; secretary, E. R. Bowler. The general contract for the erection of a two-story brick addition to the plant has been awarded. The company is in the market for new equipment for installation in the new plant. It will continue to manufacture its well-known line of woodworking machinery.

The advance in price and the increasing demand for lumber has added new life to logging operations in northern Wisconsin and the indications are that the logging output will be much larger than anticipated earlier in the season. Wages paid in the woods now range from \$26 to \$30 per month in some localities and from \$28 to \$35 in other sections,

The Wachsmuth Lumber Company of Bayfield, Wis., closed down its mill for a few weeks recently after a successful eight months' run on a single shift, when 19,000,000 feet of lumber was cut.

George Farnsworth, Chicago, president of the Oconto Company, whose mill and timber interests are located at Oconto, Wis., on December 1 purchased the interests of H. B. Leavitt, vice-president and general manager of the company. Charles Good has succeeded Mr. Leavitt as manager.

The Wisconsin Railroad Commission has granted a permit to the O. G. Nelson Lumber Company and the city of Waupaca, Wis., for the construction of a power dam across the Waupaca river.

The plant of the Robbins Flooring Company at Rhinelander, Wis., has been placed in operation.

That portion of the Girard Lumber Company's logging railroad which runs from Girard Junction to Dunbar, connecting the Chicago, Milwaukee & St. Paul road at Girard with the Soo at Dunbar, has been sold to a new corporation, called the Dunbar & Wausaukee Railway Company.

Milwaukee officials of the Chicago, Milwaukee & St. Paul railroad have announced early deliveries on 2,000,000 feet of fir and mixed hardwood lumber which will be used for car decks at the West Milwaukee shops of the road. The repair department at the plant is operating full capacity and a total of 6,000 men is employed in all departments.

The Chicago, Milwaukee & St. Paul, the Chicago & Northwestern, the Omaha and the Soo railroad companies have filed a petition with the Wisconsin Railroad Commission, asking for authority to increase freight rates on practically all articles of transportation, except merchandise. logs, pulpwood, tan bark, slabs and other forest products are included in the articles on which an increase is asked. The filing of the petition follows the request of the Fox River Valley Shippers' Association and the La Crosse Shippers' Association for an order requiring the railroad companies to reduce their freight rates.

Owen W. Owen, an official of the Racine Stool Manufacturing Company of Racine, Wis., against whom an involuntary petition in bankruptcy was filed some time ago, has filed his schedule in the Milwaukee court. Liabilities are placed at \$74,205.19 and assets at \$110,672.50.

Judge George W. Burnell of Oshkosh, Wis., after a long hearing in the circuit court, ordered that the receivers for the Paine Lumber Company may accept the bid of George E. Foster and associates for the company's holdings in the property of the Langlade Land & Timber Company. The bid is valued at \$1,308,000 and includes \$735,000 in cash, the taking over of a mortgage of \$530,000, \$18,000 in taxes for 1915 and \$25,000 worth of stock. Attorney J. P. Frank, on behalf of large creditors, filed exceptions, moving that a day for argument and a stay of proceedings be set, which was done, December 7, having been designated.

#### The Hardwood Market

#### =≺ CHICAGO ≻==

The imminence of the new year has not as yet cut much figure in .the Chicago trade, which is going merrily along with increasing orders and stiffening up in prices with about all of the consuming lines taking a growing percentage of normal stock. One hardwood man characterizes the present condition of business about as good as he has ever seen. Of course the extreme optimists' statements can't be taken as descriptive of the entire line of trade, although they give an indication of what is to be established in the next few months as going business. It is possible that the softwood production may be increased to a point where there will be too much lumber, but it will take a great deal to catch up to the growing demand. There have been so many mills down which are starting up now that lots of lumber will be made, but at the same time tremendous quantities are being used and exported and this should more than balance up the increased production. In hardwood consuming plants there is growing difficulty in getting certain items and the call for all is continually good. There is really nothing but optimism in all lumber circles in the lumber metropolis of the country.

#### --≺ BUFFALO **>**=

A more generally uniform report of improvement is made at the hardwood yards than for some time. Almost all of them say they are getting more business than they have had in months and the year will end up with conditions in a great deal better shape than was the case at the start. Some complaint is made that prices still show quite an amount of unsettlement, but it is felt that this is natural, inasmuch as stocks which have been slow for a long time are apt to be moved at a rather low figure when a good opportunity presents itself to dispose of them. But on the whole the situation is much improved over what it was several months ago, and prices on many stocks are stronger.

#### Swain-Roach Lumber Co.

Seymour, Indiana

------

Manufacturers of Indiana Hardwoods

TWO BAND MILLS

10 cars 4/4 No. 1 Common Plain Red Oak, 10 cars 4/4 No. 1 Common Plain White Oak, 3 cars 4/4 No. 1 Common Quartered Sycamore, 3 cars 4/4 No. 1 Common & Better Elm.

We carry a well assorted stock of all Hardwoods.

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#### **1915 CUT NOW**

4,000,000 Feet

#### Wisconsin Hardwoods

All grades 4/4 and thicker

BIRCH

BASSWOOD

MAPLE

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A FEW SPECIALS
3 cars 1" No. 2 & Better Wis. Oak.
2 cars 1" No. 2 & Better Ash.
5 cars 1" No. 2 & Better Soft Maple.

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> We manufacture PLAIN and QUAR-TERED OAK, ASH, CHESTNUT and other HARDWOODS

Our Specialty is Quartered White Oak

We Manufacture Dimension Stock - Hickory a Specialty Till k rathe reems to be to as lirge demand as anything. Some vards have been able to dispers of thick lirch to advantage authorigh the quantity available was small. Ash is in continued demand and holds. etrong in trice. Peplar has poled up a little and cypress has shown increase with a stiffening in prices. Plain and quartered oak in common grades by he proved. Social worms chestnut is advancing in price. Hooring has been showing increased strength,

#### =⊀ PITTSBURGH **>**=

Hardwood men all through this district are viewing with much satisf faction the general improvement in business. Orders from railronds and manufacturing concerns are more plenty than last month and requisitions are beginning to come in for next v ar's supply, Yard trade is slow on account of the inventory season, but is keeping up well at that. Stocks of good dry hardwood lumber are sort e everywhere and it is hard to get an assortment of sizes. Prices are heading upward in sympathy with the higher quotations for yellow pine and wholesalers here believe that this tendency will develop a much higher level of prices after the first of the year. General business conditions are so much improved as to make it practically certain that there will be a pretty good volume of business when the 1916 orders begin to come in.

#### **=≺** BOSTON **>**=

The hardwood market here still continues to show increasing activity. A much larger volume of inquiry and purchasing for current wants is reported and there are many cases of contracts being negotiated for the coming year. The prolonged delays of lumber in transit are causing considerable inconvenience among factories and yards that had been running on low stocks. It is the opinion here that the coming season will see pronounced activity. The railroads are not likely to catch up with their lossiness in the winter, and the question of case and packing stock for ammunition is becoming quite a problem. In the last fortnight two companies have been organized for the extensive manufacture of such material. The contest for the influencing of the lumber trade by legislation develops new features constantly, Semerville now contemplating sweeping restrictions on wooden, three-deck buildings, while on the other hand, a prominent authority in Boston is urging more wooden school buildings (factory construction) on the ground of greater safety than supposedly fireproof buildings; the safety coming entirely through protection rather than material or occupancy. An interesting report of the contemplated free use of maple tops, limbs and low-grade for railroad ties is circulating in this market. Maple being in great demand in the high qualities has been denied to the railroads in its cheaper forms on account of readiness to leave, but a large supply is now available through treating to retain the solidity and clasticity of the original wood.

#### ──≺ BALTIMORE ≻=

While the gains made by the hardwoods cannot be regarded as more than moderate, the whole tone of the market shows improvement. There are not wanting members of the trade who are disposed to manifest extreme conservatism and who still apprehend a set-back, but the majority of the hardwood men feel sufficiently encouraged to accept the improvement as based upon substantial conditions and who are adjusting themselves to it. Advances of three and even four dollars per 1,000 feet are reported, with the buyers much more disposed to place orders than they recently were. Sellers experience no difficulty of realizing about \$61 for No. 1 oak, and even better returns have been secured, much depending upon the individual requirements. The entire range of prices, however, has been lifted, and the mills are getting enough orders to keep them running. So far, the productive agencies are not taxed to the limit, and some of the mills have not yet resumed. The output has been enlarged, and the increased capacity is being taken care of without any trouble. The lift in values and the expansion in the movement affect practically the entire range of hardwoods, poplar included. Oak, chestnut, ash and all other woods in general use are attracting a measure of attention and in some divisions of the market considerable activity prevails. The furniture factories and other consumers are using stocks in moderately large quantities and the outlook is decidedly encouraging, if the export business be excepted. Reports are received here about big foreign shipments from Gulf ports, but the North Atlantic gateways have no notable amount of business, though some kinds of stocks might be acceptable in considerable volume if the stocks were to be had. This applies, among other things, to railroad ties. It has been stated here that the French government would take a cargo if it were at hand. Various other items, too, have taken on pronounced strength. The foreign trade as a whole, however, leaves much to be desired, and the continued advance in the ocean freight rates makes calculations difficult for the exporters. The year, however, is ending in much better shape than seemed possible not so long ago.

#### **=∹** COLUMBUS **>**=

The hardwood trade in Columbus and Ohio territory has been rather active during the past fortnight. Buying on the part of retailers is better and the same is true of factory demand. Inquiries are more numerous. Retailers' stocks are only fair and with the rising market an effort is being made to cover. Most of the orders are accompanied by a request for immediate shipment. Buying on the part of factories making furniture and boxes is better. Factories are not accumulating stocks but their daily needs are growing heavier.

Prices are firm and inclined to advance. Every change recorded recently have been toward higher levels. This is especially true of plain oak where advances of approximately one dollar per thousand have been made. Collections are better, showing a better tone to business generally.

The car shortage is gradually increasing. Southern roads are affected most as there is a heavy demand on their equipment. Dealers are preparing for the semi-annual inventory period and some are placing orders for shipment after January 1, though this is the exception rather than the rule.

Quartered oak is firm. Plain oak is also stronger. Chestnut is one of the strongest points in the market. Basswood is selling better and ash is firm. Poplar is moving good and all grades are in demand.

#### =**≺** TOLEDO **>**=

Conditions are showing a marked improvement here, demand being notably better and more queries made. The low grades of lumber are in the strongest demand, being used for crating purposes, the excess demand for crating being caused in some degree by war order business. Oak has not been showing any considerable strength except in firsts and seconds, with Nos. 1 and 2 common very slow, but the inquiries have begun coming in for this stuff and it is predicted that there will be plenty of trade in these lines before the first of the year. Boxing and crating has advanced about \$2 within the past few weeks. It is generally predicted that the spring business will be unusually good and dealers are making their plans with this in view. The soft woods are making big strides, both as to demand and price. The automobile trade holds up in a remarkable manner and other vehicles are showing improvement.

#### —< INDIANAPOLIS >----

Hardwood trade is active with every change in prices reaching for a higher level. Both wholesalers and retailers report that business has held its own, which is really a gain for this season of the year since December generally brings a slump in business. The strong demand for walnut continues. Retail stocks are not large but there is a decided tendency to increase them as practically all dealers are anticipating a good season early in the year.

A good demand exists in factories and other manufacturing establishments for cratings and boxings. The state's furniture factories are busier than they have been at any time in the last year and there seems to be no end in sight to the present period of prosperity. Every line of business is reflecting improved conditions.

Dealers who come in contact with the rural trade are optimistic. Shipments of corn and wheat from the Indianapolis terminal are heavier than they have been for many years and the country dealers declare that this is having its effect on their market.

The Pennsylvania lines last week announced plans for the construction of a \$300.000 freight terminal. Another corporation has announced that construction work will be started on a \$500,000 coliseum in the heart of the business district the first of the year. Practically all of the local iron manufacturing establishments are building additions to care for increased business.

Building operations remain active despite the arrival of cold weather, although not so active as they were a month ago. Local dealers declare that this condition is to be expected at this season of the year, but are optimistic over the fact that building operations for each week are almost double what they were for the corresponding periods of last year.

#### =≺ EVANSVILLE **>**=

Trade with the hardwood lumber manufacturers in Evansville and southwestern Indiana continues to improve. While business is not booming by any means and the manufacturers could handle a great deal more trade, they say that the outlook is getting better and they believe the New Year will start off under most encouraging circumstances. A great many of the up-town mills continue to run on full time. Both orders and inquiries for November showed a nice increase over the previous month. There is a feeling of optimism that pervades the local trade. Logs are plentiful, most of them coming from Tennessee. Collections are very good. A great deal of corn from southern Indiana. southern Illinois and western Kentucky has been marketed here during the past month and this has thrown a good deal of money into circulation. The best grades of hardwood lumber continue in good demand. Prices are holding firm and it is believed there will be a gradual increase in prices by the first of next year. Manufacturers in this section are showing no disposition to cut prices. River mills here have not been operated on full time for quite a while, yet they are running more steadily than they did a few weeks ago. Retail trade is holding its own very well. Planing mills are still running on full time. Sash and door men say their business for November was greatly in excess of their trade for the corresponding month of last year. Yellow pine dealers say the trade skies have been clearing for some time past. Cooperage manufacturers report trade very fair. Veneer manufacturers say they could

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Intelligent! Highly Trained! Conscientious!

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Himmelberger-Harrison Lumber Company Cape Girardeau, Missouri the first office of the state of the second consending factors to the second consending factors to the second consending factors of the second consending to the second consending to the second consended to the second consending the second consended to the second consend

#### ----<- MEMPHIS >-----

The hardword narket here continues firm with a good volume of Time subder way. It is get to vectored that shipments are no argue at its rest larger than, to data output of the mills and thin condition is excepted as foreshird ving till higher prices. Many holders ate quite firm in their views and are low about selling at current quotations, on the theory that they have only to wait to obtain better Others, however, are meeting the market and this prevents prices from werking higher at the moment. It is estimated that the iverage advance in southern barewoods has amounted to about fifteen per cent, the close of the suns or and present prices are reasonably Still, the lumbermen have had pretty lean pickings for the past year or more and they are naturally anxious to make the best of this present opportunity. Does id is good. It is broad and active and it is on this fact, and on the relative searcity of dry stocks, that predictions of higher prices are based. The demand for plain and quartered red and white oak is good and offerings are not large. In the lower grades some improvement is noted, particularly in No. 1 and No. 2 common plain. Ash is a ready sector in all grades and offerings are not large. There is also an excellent call for blokery as well as the products made therefrom. Gum is selling well in all grades and prices are tending upward. There has been an appreciable increase in the movement of red gum which appears to be steadily gaining in popularity. Low grade gum moves steadily into box manufacturing establishments and the same is true of low-grade cottonwood. The higher grades of the latter, however, including box boards, are comparatively slow. Export business is still confined largely to war needs and no big improvement therein is expected until ocean freight rates are lower and bottoms are more plentiful.

#### —≺ NASHVILLE >=

Conditions in the hardwood lumber market continue highly satisfactory, the improvement that has been in progress the past ninety days being well maintained. However, lumber firms are now looking for some luli until the holidays have passed, and after the first of the year anticipate renewal of good business conditions. Business has been improving in all lines at a phenomenal rate and the South is now prospering greatly. Lumber prices have shown a tendency to harden perceptibly, and as normal conditions get well established, dealers are predicting material advances in values. Stocks are not large and production will have to be increased to meet the usual demands. There is a good demand for oaks, ash, hickory, chestnut and poplar. The movement of walnut is not so large as it was for several months, but so long as the war lasts it is believed that walnut will be in good position.

#### — ≺ LOUISVILLE >—

Continued improvement in the hardwood business is reported, this being applicable both to volume and price. Better figures are being asked and obtained on a great many items and while a few are still selling at the old figures, these are beginning to be the exception and not the rule. Buyers as well as sellers realize that market conditions justify increased quotations and hence lumbermen are finding it less difficult to secure the advance which they have been endeavoring to get for some time. Some buyers are content to spend a lot of time shopping for a low price, but most consumers are so busy that they require immediate delivery of the stock, and hence they are haggling less over the price as long as it is a reasonable quotation. Most conditions are so good and so favorable to general business that hardwood men feel inclined to be optimistic and are making more lumber than has been produced in this market for Those who have good stocks of lumber are congratulating themselves on having held it in spite of the temptation to sell at a low price a few months ago, as everything seems to be coming the way of the man with dry lumber ready to ship.

#### ----≺ ST. LOUIS >--

Improvement in the hardwood situation is noticeable and the demand for nearly all the items on the list is increasing. At the present time, ash, gum and oak are the woods most in demand, particularly gum of the lower grade and oak. Most of the local yards are pretty well supplied with excellent assortments of all items, particularly high-grade stock. There is not only a strengthening in present prices, but it is believed that there will be further advances and they will continue until the first of the year. The cypress situation has not yet reached the point that the distributors would like to see, but there is continued improvement. The volume of business usually done during the last few weeks of the year is not yet in evidence, but orders are growing more numerous. There is a firmless in prices. There is a fairly good factory trade now coming in and the orders from the country yards are more satisfactory. Many orders for mixed cars are being received, so the oatlook is more encouraging than it was.



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Codes Used—Universal, Hardwood, Western Union, A. B. C., 5th Edition, Okay

#### STOCK LIST No. 11, Dec. 1st, 1915:

ONL White Oak E. A. S. et a. et a.	1 ?	5.8	3 4	1.1	5.4	6.4	7.4	8 1	10 4	12 4
Qtd. White Oak, F. A. S., 6 to 9" wide 64,000 Qtd. White Oak, F. A. S., 10" & wider	58,000 58,000	85,000 $24,000$	21,000	350,000 86,000	000,18 000,0	10,000		16,000		
Qtd. White Oak, F. A. S., 12 to 14" wide	38,000	22,000	51,000		6,000			4 4 4		
Qtd. White Oak, No. I Com., 4" & Up 51,000	95,000	64,000	67,000	150,000	32,000	2,000		3.000		
Otd. White Oak, No. 2 Com., 3" & Up 34,000		11,000	12,000	75,000	2.000			0,000		
Qtd. White Oak, Clr. Strips, 4 to 41/2" wide	1,000	1 1,0000		29,000						
Qtd. White Oak, Cir. Strips, 5 to 51/9" wide .				27,000						
Qtd. White Oak, Clr. Strips, 2 to 31/2" sap no defect				42,000						
Qtd. White Oak, Com. Strips, 21/2 to 51/6			6,600	134,000						
Qtd. White Oak, Com. Strips, I to 512".				32,009						
Pln. White Oak, F. A. S., 6" & Up 265,000		83,000		49,000	33,000	35,000		7,000		
Pln. White Oak, No. 1 Com., 4" up				34,000		4,000		5,090		
Pln. Red Oak, F. A. S., 6" & Up 1,000	1,000	12,060	25,000	18,000	34,000	29,000		12,000		
Pln. Red Oak, STEP, 12 to 14"wide				100 000	11,000					
Pln. Red Oak, No. 1 Com., 4" Up			7.6.000	127,000	00,000	0.000				
Pln. Red Oak, No. 2 Com., 3" Up .		6,000	14,000 368,000	$71,900 \\ 37.000$	26,000 79,000	9,000	* 000	0.000	* 000	
Red Gum, F. A. S., 6" Up		67,000	271.000		225,000	$106,000 \\ 52,000$	5,600	35,000	5,000	2 000
			511,000	5.000		7.000		27,000		3,000
W31 - W5 - 3 - 42 W3 - 5				10,000	3,000	1,000				
Sp. Gum, F. A. S., 6" Up	3.000			10,000	4411	40,000		15.000	8.000	7.000
Sp. Gum, F. A. S., 13" Up				9,000		10,000		10,000		*.000
Sp. Gum, F. A. S., 18" Up.				7,000						
Sp. Gum, F. A. S., 12" Up				11.000						
Sp. Gum, No. 1 Com., 4" Up		120,000				60.000		14,000		
Sp. Gum, No. 2 Com., 3" Up	5,000	326,000						2,600		
Sp. Gum, No. 3 Com., 3" Up					16000	40,000				
Sp. Gum, Clr. Strips, 21/2 to 51/2"		,		16,000						
Ash, No. 2 Com				27,000						
Ash, No. 3 Com				17,000						
Cypress No. 1 Shop				54,000						
Cypress Pecky.		*		$149,000 \\ 46,000$		3.000				
Elm Log Run.				14,000						
Elm, F. A. S., 13" Up Wide.				13.000						
Tupelo, No. 1 Com., 4" Up				10,070						

Our FAS grade in plain sawn stock will average 10" wide, No. 1 Common, 8½", both running 50% or better, 14 and 16 feet long. Facilities for kiln drying, surfacing, and resawing. Oak car stock, ties, crossing and bridge plank specialized in. All orders entrusted to us are carefully executed.



## FARRIS HARDWOOD LUMBER CO. Manufacturers Band-sawa **HARDWOODS** SOUTHERN

#### DUCAN LUMBER CO.

Manufacturers Hardwood Lumber TENNESSEE MEMPHIS

## Mutual Fire Insurance

Best Indemnity at Lowest Net Cost Can Be Obtained From

The Lumber Mutual Fire Insurance Company,

Boston, Mass.

The Lumbermen's Mutual Insurance Company,

Mansfield, Ohio.

The Pennsylvania Lumbermen's Mutual Fire Insurance Company, Philadelphia, Pa.

The Indiana Lumbermen's Mutual Insurance Company, Indianapolis, Ind.

The Central Manufacturers' Mutual Insurance Company, Van Wert, Ohio



Dry Band Sawn Hardwoods for Prompt Shipment

No. 1 Con. & Btr. Basswood FAS Rassword No. 2 Con. Red Oak No. 1 Con. Hard Manle. Hed Oak Hard Maple Hard Maple & Btr Curly Birch

Arpin Hardwood Lumber Co., Atlanta, Wisconsin

## The Tegge Lumber Co.

High Crade Northern and Southern Hardwoods and Mahogany

Specialties OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

#### ≺LITTLE ROCK >=

De hardwood lupter lupure of in Arkansas is gradually improving, "offe in a control business determined the prices obtained. For the most part the various mails have resulted operations and others which have teen running laretefore have generally increased their schedules until , the brailly oil are new rounding on full time. The woodworking plants at Morvern are new in full opered in . The same is true of Pine Bluff and the char. Good crops provail and the many stays in his which were idle cust year are now operating with full crows

#### ✓ MILWAUKEE >

The Pharkbuton building process has at hest nesterfallized and will furnish lumbermen a darge amount of the reseducing the rest few months. Work of right, the historic Plankint a rotal has begun and contracts will be awarded soon on the Plankinter. Areade building, which will occupy the north half of the block. More than \$1,000,000, to be expended in erecting the Aread the theater and her buildings which will go up on the site, has been deposited in the Pirst 11 (t & Savange Bank of Cleveland by the Plankinten Arcade Company, and support Milwaukee and Cleveland capital ists. The we dwork the ughout the Areade building will be of red gum, nni lad in imitation of mahegatet

The total building invistment is Milweuker during the month of Novemher show d a gain of nearly \$ 000000 over the corresponding period a During the month there were 279 permits issued for structures to cost \$1,132,925, as compared with 236 permit, and an investment of SGITSSS during the same month in 1914

The hardwood business is holding up well despite the lateness of the season. The activity in the building field has resulted in a steady demand from the such and door and general interior was dwork nearinfacturing concerns. While the buying is mainly to meet the present requirements, the total volume of trade is very satisfactory. An improved demand from the factory trade in general is anticipated after the opening of the new year. Stocks are far from large at most plants and after the annual inventories are out of the way, most concerns will be willing to order a little more freely, especially in view of the fact that there is a scarcity in some lines of northern hardwoods with a promise of advancing prices, with a genuine shortage predicted in birch and maple.

Most of the hardwood consuming plants in and about Milwaukee are placing some fairly good orders. The chair factories at Sheboygan and other points are said to be operating overtime, while the furniture factories in Milwaukee and elsewhere are buying well and are experiencing more activity. The farm implement plants all over the state are looking forward to a busy year and are buying well.

#### ——≺ GLASGOW >—

Little change falls to be recorded in this market. Arrivals during the past fortnight have not been so heavy as they have for some time, and it is perhaps just as well, as it gives an opportunity to have the wharves cleared up a little and so prevent congestion. During the past week the arrivals from oversea ports have been practically nil, but this is accounted for by the fogs which have hung over the river for the last few days. However, the vessels at anchorage at the tail of the bank are not numerous, although this retards discharge to a large extent, because each has to wait its turn before commencing discharge, owing to the shortage of labor. The chief item of note still continues to be spruce deals. It is somewhat difficult just now to obtain delivery of goods lying on the quay and it is only from lots which are stored that delivery can be given. This state of affairs has continued for some time now and is due to the harbor accommodation-so far as where deals are discharged is concerned-being so severely taxed that deliveries are somewhat difficult. The prices for deals rise from day to day, and a slight lull has been experienced in selling, owing to the difficulty of get-

ting buyers to pay the prices asked.

The S. S. "Kalimba" has arrived from New Orleans and contains the usual assortment of American hardwoods. There is a deckload of pitch pine logs with which it is understood no progress has yet been made, Staves to the extent of a quarter of a million are also on board and consist of the various classes. The "Kylemhor" from Mobile arrived ten days ago, and contains pitch pine logs and deals, oak planks, staves and a large consignment of ash containing 1,700 logs. So far discharge has not been completed but only some of the ash logs that have been seen are good; others are fair. It is a mistake to have so many coming in at one time, as it causes buyers to be much more critical in their inspection. Prices for ash logs just now rule about 4 shillings per cubic foot, while in Liverpool it is reported as much as 4 shillings 3 pence has been paid.

The oak market for some time has been only moderately fair, although prices are good. Selling is confined only to the lower grades, an occasional sale of prime or first quality being made. The import cost is so much against buyers that stored stocks are easily disposed of even at the advanced figures. The S. S. "Livonia" arrived from Quebec with spruce and birch deals for Glasgow and timber for Greenock, consisting of oak, elm, waney boardwood and birch. Some fair lines have been sold from Glasgow portion, while it is reported a fair line of elm and birch has changed hands at Greenock. Freights still continue in their upward flight and chartering is very difficult.

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## HARDWOODS FOR SALE

#### LUMBER

NO THE A BUR TO

NO. 1 C. 4 A. T. C. S. BOAR, W. D. C. C. C. C. C.

80, 2 C, wy to 14 (1) G. ELIAS &

NO. 2 & BTR 44 A C S 4 C C S S HILL IN 12 MICH. OF NO. 12 W. W. W.

Wayne, Ind . / /// 1.. - H 1 , //

CO., Pt. Wayne, Ind.

FAS 44 to 204 to a cr. FAS 44 to 204
10 a cr. for 6 a a de Sa 16 lete de NO. 1 C.
4 4 to 204 to a de Sa 16 lete de NO. 1 C.
4 5 to 4 to a de Sa 16 lete de NO. 2 C.
4 5 to 4 to a de Sa 16 lete de NO.

LUMBER COMPANY, New South Mongrass, Text (OM & BTR. 4 4 to 10 4. W. R. WILLETT UMBER CO., Louisville, Ky.

NO. 1 & 2 C. 84 12 A W 17 2 VM By NOTE Of MEER CO. INC. BOT N. N. Y.

#### **BASSWOOD**

NO. 1 C. & BTR. 4 4 to 6 3, 16 m s dry NO 3 C. 54 & 6 4 10 m s dry AEPIN HARD WOOD LUMBER CO, Atlanta, Wis.

NO. 1 C. 3 4 to 12 4, 1 yr. dry. G. ELIAS & RO, INC., Buffalo, N. Y.

NO. 1 C. & BTR, and NO. 2 & 3, 4'4, ran. dthm. 10 to 16'. HATTEN LUMBER CO., New

COM. & BTR. 54, white, HOFFMAN BROTH-ERS COMPANY, Ft. Wayne, Ind. NO. 1 C, 54, 4 mos. dry; NO. 2 C, 54, 7 mos. dry, NO. 3 C, 54, 8 mos. dry. KNEELAND BROELOW COMPANY, Buy Cay, Mar

NO. 1 & 2 C. 10 CA 12 CO A Wife 2 COS NO. YEAGER LUMBER COMPANY, INC., Buffalo, N. Y.

#### BEECH

NO. 2 C. & BTR. 4 4, 9 mos. dry. EAST JOR-DAN LUMBER (C). Lee Jorlan, M. h. LOG RUN 4 4, 6 mos. dry. H. H. HITT LUM-

NO. 2 C. & BTR. 5 4 & 6 4, 6 mos dry NO 3 C 5 4, 8 mos dry KNEELAND-BIGELOW CO

#### BIRCH

NO. 1 C. & BTR., curly, 4 4, 15 mes. dry; O. 1 C. & BTR., 4 4, 64 & 54, 10 mes. dry RPIN HARDWOOD LUMBER CO., Atlanta,

NO. 1 C. 44, b. s. piled at Buffalo; NO. 1 C. 8 BTR, 104, b. s., piled at Vermont BUFFALO HARDWOOD LUMBER CO. Buffalo, N. Y.

NO. 2 C. & BIR. 4 4. 6 mes dry. EAST JOB-INN: 1 MB - 11 CO. B. S. J. S. NO. 1 C. 54. 1 yr. dry. G. ELIAS & BRO.

NO. 2 & BTR. 4 4 & up. ran. wd'ls. HATTEN LUMBER CO., New London, Wis. FAS 4 4, 3 mos. dry. KNEELAND-BIGELOW CO. F. A. M. M. W. KNEELAND-BIGELOW

NO. 1 & BTR., red. 4 4", 5" & up. 8 to 16", av. 4th, 8", 8 mos dry: NO. 1 & BTR., red. 5 4", 5"

with, \$\cdot \cdot \cdot

#### **CHERRY**

TAS 1 (1) 1 NO. 1 A 2 C 1 C

#### **CHESTNUT**

#### COTTONWOOD

NO. 2 C. & BIR 14 | BPU GRADE COMPLE C. Met plus Term

#### **CYPRESS**

SEL, S4, 16' F 1ASSI '0 11 16 NO LC 4 t, 50% 14-16'. COLFAX HARDWOOD LUM BER CO., Colfax, La.

SHOP 4.4. 1 yr. dry. LAMB-FISH LUMBER

LOG RUN 4.4 to 8.4, 3 to 8 mon. drv. Ark

#### **ELM—SOFT**

NO. 3 C. & BTR. 44 C. S.1 to be a distanCPIN HARDWOOD LUMBER CO. Atlanta, Wis.

TOG RUN SA BELLGRADE L'MBLE CO.

TOG RIN 44 to 84, r n war A little GPO C BROWN & CO, Memphis Feet

NO. 2 & BTR, 4'4 to 8.4, ran, widths HATTEN IMBER CO., New London, Wis

TOG RUN 4.4.6 mos dry. H. H. HITT LIMER CO., Decatur, Ala.

NO. 2 C. 6 4, 5 most dry. KNEELAND BIGE OW CO. Bay City, Mich. LOG RUN 4/4, 1 yr. drv. LAMB-FISH LUM

NO. 2 C. & BTR, 44, 6 to 12 mos. drv. No. Indock. VAIL COOPERAGE CO., Ft. Wayne, Ind NO. 1 & 2 C. 84 6" A wdr 2 Ats d YEAGER LUMBER CO., INC., Buffalo, N. Y

#### ELM—ROCK

NO. 2 & BTR. 5 4 & 8 4 ran widths HATTEN LUMBER CO., New London, Wis

#### **GUM—TUPELO**

FAS, NO. 1 C., NO. 2 C., NO. 3 C., all 4 6 mos, dry. H. H. HITT LUMBER CO., Decatur, Ala.

NO. 1 C. 4'4. 1 vr. dry. LAMB-FISH LUMBER CO., Charleston, Miss.

#### GUM—SAP

NO. 2 C. & BTR, 44 C. S. EBELLARADE LUMBER CO., Memphis, Tens.

PANEL 4.4, 18" & up wd., ran. laths; COM. & TR. 4.4 & 5.4, ran. wdths. & laths. Kraetzer uted. GEO, C. BROWN & CO., Memphis. Tenn TAS, NO. 1 C. & NO. 2 C., all 6 4, 6 mos. drv. NO. 2 C., 4 4, 3 mos. dry. H. H. HITT LUMBER CO., Decatur, Ala.

TAS 64 to 124, 1 yr. drv: NO, 1 C, 5 5 6 4 & 1, 1 yr. drv: NO, 2 C, 78 1 yr. drv. NO, 3 C, 4 & 6 6 4, 1 yr. dry. LAMB FISH LUMBER CO, Charleston, Miss.

COM. & BTR. 44 COMMON A COMMON CS

#### GUM—OUARTERED RED

NO. I C. & BTR., 14 \* S4 3 ... div. BELL-RAME LIMBER CO., Memphis, Tenn.

NO. 1 C. & BTR, 44 8 4 104 & 124, ran withs & lights, GEO, C. BROWN & CO., Mem-

FAS 6/4 & 8 4. BLOWN & HACKNEY, Inc. COM. & BTR. 44, ran, wdths & lgths, 8-12 mos dry, sl. bds, highly fig. LOUISVILLE VE-NEER MILLS, Louisville, Ky.

#### **GUM—PLAIN RED**

NO LC US OF THE TEST, ADDITIONABLE

SO, I C 3 4 to 6 4 ron with rand GEO, C, BROWN

NO. 2 C. 4.4 G. Comp. St. H. H. HITT LUM.

I vomit i st dry NO, I C, 3 8 to 6 4.

COM. & BTR. 4'4, ran. within & lighter, 6:

#### HACKBERRY

FOG RUN 14, 6 most dry H. H. HITT LUM-

#### HICKORY

COM. & BTR. 84, 12 mos dry F. M. CUT. Property F. disville, 10 d NO. 1 C. 64, 18 mos dry G. ELIAS & BRO. NC., Buffalo, N. Y.

#### MAPLE

NO. 2 C. & BTR., hard, 54, 18 mon. dry. ARPIN HARDWOOD LUMBER CO. Atlanta,

NO. 3 C, 4 4 6 mes dry NO. 3 C, 5 8, resawed from 5 4, 6 mes dry; NO. 1 C, & BTR, 4/4, 7" & up. 3 mes, dry; NO. 1 C, & BTR, qtd., 4/4, 1 yr. dry, NO. 1 C, & BTR, 10 4, 1 mo. dry, EAST JORDAN LUMBER CO. East Jordan, Mich. NO. 1 C, hard, 8 4, 1 yr. dry, G, ELIAS & ERO., 1NC, Buffale, N. Y.

NO. 2 C. & BTR., hard, 4'4 to 12/4, ran. wdths.; O. 2 C. & BTR., soft, 4'4, ran. wdths. HAT-LN LUMBER CO. New London, Wis. FAS 3/8 & 1'2, 6" & up; FAS 4/4, 12" & up. GFFMAN BROTHERS CO., Ft. Wayne, Ind. NO. 3 C. 5'4, 8 mos. dry. KNEELAND-BIGE-GW CO. Ray Coy, Mich.

NO. 1 & 2 C., hard, 12/4 & 16 4, 6" & wdr., 2 vis. dry, NO. 1 & 2 C., soft, 8/4, 6" & wdr., 2 vis. dry. YEAGER LUMBER CO., INC., Buffalo, N. Y.

#### OAK—PLAIN RED

NO. 2 C. & BTR. 34 & 4/4. BELLGRADE MBER CO., Memphis, Tenn.

FAS 43 to 8.4, ran, wdths. & lgths.; NO. 1 & 2 C. 44 to 8.4, ran, wdths. & lgths. GEO. C. BROWN & CO., Memphis, Tenn.
NO. 1 C. 64. BROWN & HACKNEY, Inc., Memphis, Tenn.

NO, 1 C. & BTR, 44 to 124, b. s., piled at uffale. BUFFALO HARDWOOD LUMBER CO. NO. 1 C. 5 4, 4" & up, 18 mos, dry. F. M. CUTSINGER, Evansville, Ind.

FAS 4.4 to 16.4, 18 mos. dry. G. ELIAS & RO., 1NC., Buffalo, N. Y.

FAS & NO. 1 C. 4'4, 6 mos. dry; NO. 2 C. 4/4, mos. dry. H. H. HITT LUMBER CO., Decatur,

NA.

FAS 44 6" N up NO, 1 C, 44, 4" & up;
STEP PLANK, 54 & 64, 12 & up. HOFFMAN
BROTHERS CO., Ft. Wayne, Ind.

EAS 5 to 84, 1 yr, dry; NO, 1 C, 44, 1 yr,
dry, NO, 2 C, 34 to 64, 1 yr, dry,
LEMBER CO., Charleston, Miss.

1 AS 24 to 5 4, 6" & up, 40% lg., 6 mos. dry; NO, 1 C, 2 4 to 5 4, 4" & up, 40% lg., 6 mos. dry; LITTLE ROCK LBR. & MFG. CO., Little Rock,

COM. & BTR. 44, ran wdths. & lgths., 2 yrs. LOUISVILLE VENEER MILLS, Louisville,

NO. 1 & NO. 2 C. 4 4, 25% 14 to 16'. NOR-AN LUMBER CO., Louisville, Ky.

NO. 2 (. & BTR. 4.4 to 6.4, 6 to 12 mos. dry, No. Ind. stock, VAIL COOPERAGE CO., Ft.

COM & BTR. 44". RIEL-KADEL LUMBER OMPANY, New South Memphis, Tenn.

COM. & BTR. 44 to 8/4. W. R. WILLETT LUMBER CO., Louisville, Ky. NO. 1 & NO. 2 C. 10/4, 12/4 & 16/4, 16" & wdr., 2 yrs. dry. YEAGER LUMBER CO., INC., Buffalo, N. Y.

## HARDWOODS FOR SALE

#### OAK-PLAIN WHITE

NO. 1 C & BTR. 8'4, 10 mos. dry. ARPIN HARDWOOD LUMBER CO., Atlanta, Wis.

NO. 2 C. & BTR. 4'4. BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, NO. 1 & NO. 2 C, 4/4 & 5/4, ran. wdths. & lgths.; NO. 1 C, & BTR. 12/4 & 16/4, 2 yrs. dry. GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C. 5/4 & 6/4. BROWN & HACKNEY, ic., Memphis, Tenn.

NO. 1 C. & BTR. 4/4 to 12/4, b. s., piled at uffalo. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C. 3/4, 4" & up. 1 yr. dry. F. M. CUT-SINGER, Evansville, Ind.

FAS, NO. 1 C. & NO. 2 C, 44, 6 mos. dry. H. H. HITT LUMBER CO., Decatur, Ala.

FAS 3/8, 5/8, 4/4 & 5/4, 1 yr. dry. LAMB-FISH LUMBER CO., Charleston, Miss.

COM. & BTR. 4/4, 5/4 & 8/4, 4" & up, 40% lg., 4 mos. dry. LITTLE ROCK LBR. & MFG. CO., Little Rock, Ark.

COM. & BTR. 4/4, ran. wdths. & lgths., 2 yrs. ry. LOUISVILLE VENEER MILLS, Louisville,

COM, & BTR. 4/4". RIEL-KADEL LUMBER COMPANY, New South Memphis, Tenn.

NO. 2 C. & BTR. 4/4 & 5/4, 10 to 22 mos. dry, No. Ind. stock. VAIL COOPERAGE CO., Ft. Wayne, Ind.

COM. & BTR. 4/4 to 8/4. W. R. WILLETT LUMBER CO., Louisville, Ky.

#### OAK—QUARTERED RED

NO. 1 & NO. 2 C, 4/4, 6" & up. ran. lgths. GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C. 5/8 to 8/4, 1 yr. dry. F. M. CUTSINGER, Evansville, Ind.

COM. & BTR. 4/4, ran. wdths. & lgths. 6-8 mos. ry. LOUISVILLE VENEER MILLS, Louisville,

#### OAK-QUARTERED WHITE

NO. 1 C. & BTR. 4/4 to 8/4. BELLGRADE LUMBER CO., Memphis, Tenn.

FAS. NO. 1 & NO. 2 C. 4/4, ran. wdths. & lgths. GEO. C. BROWN & CO., Memphis, Tenn. FAS 4/4, 10" & up; NO. 1 C. 5/4 & 6/4. BROWN & HACKNEY, Inc., Memphis, Tenn.

FAS 4/4, 8" av. wdth., 50% 14-16', 4 to 5 mos. ry; NO. 1 C. 4/4, 7" av. wdth., 50% 14-16', 4 to mos. dry. COLFAX HARDWOOD LUMBER dry; No. 5 mos. dry, Co. Colfax, La.

FAS 5/4, 6" & up, 18 mos. dry. F. M. CUT-SINGER, Evansville, Ind.

NO. 1 C. 4/4, 3 mos. dry; NO. 2 C. 4/4, 6 mos. dry. H. H. HITT LUMBER CO., Decatur, Ala. ALL thicknesses. HOFFMAN BROTHERS CO., Ft. Wayne, Ind.

FAS & NO. 1 C. 3/8 to 8/4, 1 yr. dry: NO. 2 C. 3/8, 5/8, 3/4 & 4/4, 1 yr. dry. LAMB-FISH LUMBER CO., Charleston, Miss.

FAS 4/4 to 6/4, 6" & up, 40% lg., 6 mos. dry; NO. 1 C. 4/4 to 6/4, 4" & up, 40% lg., 6 mos. dry; CLEAR 4/4, 4 to 5½", 40% lg., 6 mos. dry. LITTLE ROCK LBR. & MFG. CO., Little Rock,

COM. & BTR. 5/8 & 4/4, ran. wdths. & lgths., 8 to 10 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

COM. & BTR. 4/4 to 6/4; STRIPS, clear, 4/4, 2 to 5½". W. R. WILLETT LUMBER CO., Louisville, Ky.

#### POPLAR

NO. 2 C. & BTR. 4/4, b. s., billed at Buffalo, BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

CLEAR SAP 5/8, 7 to 9" wd., 1 yr. dry. F. M. CUTSINGER, Evansville, Ind.

COM. & BTR. 5/8 & 4/4, ran. wdths. & lgths., to 10 mos. dry. LOUISVILLE VENEER MILLS. ouisville, Ky.

FAS 4 4, 14" & up. 50% 14 & 16'; NO. 1 C. 4/4 to 6/4, 50% 14 & 16'; NO. 2 C. 6/4, 50% 14 & 16'. NORMAN LUMBER CO., Louisville, Ky.

COM. & BTR. 4/4, 10/4 & 12/4, W. R. WILLETT LUMBER CO., Louisville, Ky.

#### WALNUT

 ${\bf FAS}$  3/8, 6" & up. HOFFMAN BROTHERS CO., Ft. Wayne, Ind.

COM. & BTR. 44, ran. wdths, & lgths. 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

FAS 3/8 to 8/4, 6" & up, 50% 8/9', bal. 10" & up; FAS 1/2 & 5/8, 10" & up, 50% 8/9' bal. 10' & up, 8/9' lg.; NO. 1 C. 1.2 to 8/4; FAS 4/4, 6% aup, 8/9 lg.; NO. 1 C. 1/2 to 8/4; NO. 2 C. 3/4 to 10/4. PENROD WALNUT & VENEER CO., Kansas City, Mo.

NO. 2 C & BTR. 4/4 & 5/4, 8 mos. dry, No. Ind. stock. VAIL COOPERAGE CO., Ft. Wayne, Ind.

#### **FLOORING**

MAPLE, clear, 13 16x1½"; Sel. No. 1, 13 16x2, 13/16x2¼ and 3/8x1½"; No. 1 Fcty., 13/16x2 and 13/16x2¼. RED OAK, Sel. No. 1, 3/8x1/8. T. WILCE CO., Chicago, Ili.

#### DIMENSION LUMBER

#### **GUM**

CLEAR, 3x3x30, 4 mos. dry; 2½x2½x30, 4 mos. ry; 2x2x30, 4 mos. dry, PROBST LUMBER O., Cincinnati, O.

#### OAK

CLEAR, 2x2x28, 1 yr. dry; 2x2x31, 1 yr. dry; 2x2x19, 5 mos. dry; 1%x1%x19, 3 mos. dry. PROBST LUMBER CO., Cincinnati, O.

#### VENEER—FACE

#### **ASH**

LOG RUN up to 1/8" inc., 12" & up, 5 to 8'. BIRDS EYE VENEER CO., Escanaba, Mich,

 $NO,\ 1,\ 1/12'',\ 8$  to 28'' wd., 20'' lg., rty. MISSISSIPPI VEN. & LBR. CO., Cedars, Miss.

LOG RUN up to 1/8", 12" & up, extreme 1gth. 86". WISCONSIN SEATING CO., New London,

#### BIRCH

LOG RUN up to 1/8" inc., 12" & up. 5 to 8'; DOOR STOCK 1/8", cut to dimension as desired. BIRDS EYE VENEER CO., Escanaba, Mich.

#### **GUM**

QTD., FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SEL. RED. No. 1, 1/12", 8 to 28" wd., 42 to 46" lg., highly fig., rty.; No. 2, ½", 5¼" wd., 82 & 86" lg., stile ven.; UNSEL., No. 1, 1/12", 8 to 28" wd., 20" lg., rty.; No. 1, ½", 5½" wd., 82 & 86" lg., stile ven., No. 1, ½", 5½" to 14½" wd., 17 to 29" lg., rty.; RED, No. 1, 1/12", 8 to 20" wd., 20" lg., rty.; RED, No. 1, 1/12", 8 to 20" wd., 20" lg., rty. MISSISSIPPI VENEER & LUMBER COMPANY, Cedars, Miss.

#### MAPLE

**B'EYE** 12" & up wd., 5 to 8' lg. in sheets, also cut to dimensions as desired. BIRDS EYE VENEER CO., Escanaba, Mich.

#### MAHOGANY

 $\textbf{ANY} \text{ thickness. LOUISVILLE VENEER MILLS,} \\ \textbf{Louisville, Ky.} \\ \textbf{ANY} \text{ thickness. LOUISVILLE VENEER MILLS,} \\ \textbf{Louisville, Ky.}$ 

#### OAK-PLAIN

 $\mathbf{ANY}$  thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

NO. 1, red, 1/12", 8 to 28" wd., 20" lg., rty.; NO. 1, red, ½", 5½" to 14½" wd., 7 to 29" lg., rty.; NO. 2, red, ½", 5½" vd., 82 to 86" lg., stile ven. MISSISSIPI VENEER & LUMBER COMPANY, Cedars, Miss.

LOG RUN, red, up to 16", extreme 1gth, 86". ZISCONSIN SEATING COMPANY, New London.

LOG RUN up to 1/8" inc., 12" & up, 5 to 8'; DOOR STOCK 1/8" cut to dimension as desired. BIRDS EYE VENEER CO., Escanaba, Mich.

#### OAK—OUARTERED

ANY thickness. LOUISVILLE VENEER MILLS,

#### WALNUT

 $\mathbf{ANY}$  thickness, LOUISVILLE VENEER MILLS, Louisville, Ky.

#### CROSSBANDING AND BACKING

#### BIRCH

1/28", 12" & up, 5 to 8'. BIRDS EYE VENEER CO., Escanaba, Mich.

#### ELM

1/24 & 1/28", 12" & up, extreme lgth. 86". WISCONSIN SEATING CO., New London, Wis.

#### **GUM**

 $\mathbf{ANY}$  thickness, LOUISVILLE VENEER MILLS, Louisville, Ky.

#### **MAPLE**

 $1/28^{\prime\prime},~12^{\prime\prime}$  & up, 5 to 8'. BIRDS EYE VENEER CO., Escanaba, Mich.

#### **POPLAR**

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

#### PANELS AND TOPS **BIRCH**

1.000 3-ply,  $\frac{1}{4}$ ", 24x72", good 1 and 2 sides; 300 3-ply  $\frac{1}{4}$ ", 30x72", good 1 and 2 sides. WISCONSIN SEATING COMPANY, New London, Wis,

#### **GUM**

QTD. FIG'D. any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

QTD. FIG'D. any thickness. WISCONSIN SEATING COMPANY, New London, Wis.

#### MAHOGANY

ANY thickness, LOUISVILLE VENEER MILLS.

#### OAK

ANY thickness, LOUISVILLE VENEER MILLS, Louisville, Ky.

QTD., any thickness. WISCONSIN SEATING COMPANY, New London, Wis.

#### WALNUT

## **CLASSIFIED** ADVERTISEMENTS

A twentiers of the mill to inserted in this secth taffle for wing rates;

Fig. two rise fording) length make one line. Heating courts as two lines. No day ay except the headings can be admitted.

Remitfances to accompany the order. No extra farges for colles of paper containing the advertisement.

#### **EMPLOYMENT WANTED**

#### BAND SAWYER WANTS POSITION

12 years' experience good references. Address: ROX 121 to be HARDWOOD RECORD

#### EXPERT IN HARDWOODS

Troposal and Northern, desires position as inspecies or in Supplies and stock department; age 25 to its speaks Spatiash, 8 years experience well acquainted with work in saw and veneer mills preparing logs for shipment in forests.

Address BOX 124, Scate Hygowood Recomb

#### YOUNG MAN WITH EXPERIENCE

And good education wants position as office as sistant or yard man with lumber firm.

Address "BOX 120," care HARDWOOD RECORD.

#### POSITION WANTED.

Woods superintendent, six years' technical training and nine years' practical work covering purchasing land, stumpage, supplies and equipment, location and construction of logging railroads, supervision of lumbering operations, estimating, logging accounts and general forestry and engineering practice.

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#### WANTED-STENOGRAPHER

Who understands the lumber business and can keep records of lumber orders and receipts, to work for purchasing agent of wagon factory. Give full particulars of yourself, experience, reference and salary expected.

Address "BOX 236," Racine, Wisconsin.

#### WANTED-A COMPETENT BOOK-KEEPER

And office agen. Must be exterioned Hardwood 1 9: 1, 0 1 1 1111 --Caller Paterpage

J. W. WHEELER & CO., Memphis, Tenn.

#### LUMBER FOR SALE

#### FOR SALE

Million feet Sheed & Sawed Indiana & Ohio Qtd. White Oak Veneer, 1/2", 1/20", 1/28"; also Wainut Veneer & Lumber.

H. C. HOSSAFOUS, Dayton, O.

#### WANT TO SELL

2 carloads 1" dry Wisconsin Red Oak cut from a run of coak logs where the veneer logs were taken KIEL WOODEN WARE CO., Kiel, Wis.

#### **LUMBER WANTED**

#### BEECH WANTED.

BEEUR WARRENCE TO THE TOTAL OF THE STATE OF gorth, you can furtile, give do righten and quit a sect price data red Baltic re, Mary and rate THE ATLAS LIRE & MIG. CO., Cincinnati, O

#### WANTED FOR IMMEDIATE SHIPMENT

1 - f - 2° 2° 1' PAS A No. 1' Con. 10 a 1 in - cr s 2° 2' 1' 1' AS A No. 1' Con. 10 a 1 in so to the " FAS & No. 1 to m. Duy 1 in tors 2 2 TAS & No. 1 Cen. Dev Line Lines 12 " FAS & No. 1 Cen. Dry Line Prefer Ohio, Indiana or southern Michigan CARLS C SHAFTE LER CO. . . . . . South Bend, Ind.

#### HICKORY WANTED

20" lengths, best grades LUDWIG & LUD Who 2427 W 14th St., Chicago, He

#### WANTED WHITE OAK

Ship timber, plank and boards. For further particulars write G. ELIAS & BRO., INC., Buffalo, N. Y.

#### LOGS WANTED

#### WANTED-BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Obio.

#### DIMENSION STOCK WANTED

#### WANTED-DIMENSION OAK

Plain and Quartered. Write us for specifications and prices. INDIANA QUARTERED OAK CO., 52 Vanderbilt Ave., New York, N. Y.

#### DIMENSION STOCK FOR SALE

#### FOR SALE-OAK DIMENSION.

Wanted to contract with manufacturing consumer large quantity of clear good quality Oak Dimension for delivery 1916. Sixe 112 "x12s," any length up to 6'6". Stock is suitable for bending. E. W. PRATT, JR., Hopkinsville, Ky. Stock is suitable for

#### TIMBER FOR SALE

#### HARDWOOD TIMBER TRACT.

Large tract of White Oak, Ash and Gum for sale. Timber stands thick. Write for data and LEO NEUBECKER, bargain price. Address Bex 596, Buffalo, N. Y.

#### TIMBER LANDS WANTED

#### THOROUGHLY RESPONSIBLE PUR-CHASER

With ample means will pay cash for tracts (2,000 acres and up) of virgin pine, cypress, and hardwood timberlands owned in fee-in the southern and southeastern states.

We are not brokers, commission men or factors, but actual buyers, and all propositions submitted will be regarded in confidence.

We solicit correspondence only with owners or their legally authorized representatives. Address "BOX 90," care HARDWOOD RECORD.

#### **BUSINESS OPPORTUNITIES**

#### FOR SALE.

Complete sawmill plant in prime condition. 25,000' capacity at a bargain on easy terms. O'NEIL LUMBER COMPANY. 1232 S. Kingshighway, St. Louis, Mo.

#### FOR SALE

1 . S. om to we doe but stock machinery and (1 - w) = (1 - 1) = (1 + 1) + 1 wood turning the state of the s at a transfer Kinner per annum All RIDE by Spirit

#### MACHINERY FOR SALE

#### FOR SALE.

Two Capital Iron Linne Vencer Saws, 12 foot enringe; one 14 foot carriage. Both left-hand machines. First-class condition. Prices First-class condition. Prices WOOD MOSAIC COMPANY, INC., New Albany, Ind.

#### WAGON STOCK WANTED

#### WE ARE IN THE MARKET

For all kinds of Wagon Stock such as Oak Bolsters, Reaches, Tongues, Sawed Felloes, Hounds and Hickory Axles-also car material. Quote KONZEN-SCHAFER LBR. CO., best prices. Blue Island Av. & Robey St., Chicago

#### VENEERS FOR SALE

#### FOR SALE-ROTARY CUT RED OAK-

Veter 1, cut in squares ranging from 14x14 to 23x Address 'BOX 125,' care Hardwood Record

#### MISCELLANEOUS

You have

#### OLD CUSTOMERS

but

NEW ONES

must be added constantly to move your Lumber these days.

To this and accurate knowledge of factory needs is essential.

We have this information in strictly up-to-date form, all tabulated and ready for instant use. It is proving a big asset in many hardwood offices these days. Can you afford to give your competitor this advantage?

Let us tell you more about it. HARDWOOD RECORD, Ellsworth Building. Chicago, Ill.

Swage your CHISEL and SOLID TOOTH CIRCULAR, your BAND, GANG and CYL-INDER SAWS with the

#### "SIMPLEX"

The only 8 in 1 Roller Die Swage made. WRITE FOR PRICES.

The Peter Gerlach Company, CLEVELAND, SIXTH CITY





## Testing Lumber

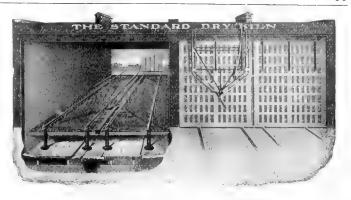
Guessing and gambling have no place in business. When you get right down to the fine points of woodworking it is the "know how that counts."

You cannot buy hardwoods uniform in dryness, and you must kiln dry it before manufacturing.

There is a *right* way to kiln dry lumber, and a *right* method to test lumber to secure uniform dryness and a *right* time to remove lumber from the kiln, as it is equally disastrous to over-dry as under-dry lumber.

A Grand Rapids Vapor Kiln dries lumber RIGHT.





## What Dry Kiln Is This?

It's the one that has been bringing hardwoods out in first-class condition for over 25 years. The Standard Dry Kiln is the kiln for hardwoods.

Ask furniture, veneer and flooring manufacturers about it. Let us send you the catalog and 64-page List of Users. Address: The Standard Dry Kiln Co., 1559 McCarty St., Indianapolis, Indiana.

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Let us send you one on approval, with samples of Tally Tickets for triplicate, duplicate or single tallies—a score of forms to choose from. They are the latest and best. Endorsed by hundreds of lumber manufacturers and buyers.

Hardwood Record

## BROOM HANDLE MACHINERY

Another one of our Broom Handle Specialties—Standard four-saw Splitter, for ripping bolts of any width into broom handle squares. Will rip forty thousand squares per day, and is substantially built throughout.

We manufacture a complete line of Broom Handle Machinery, and are in position to furnish your requirements, even to the design of your plant.

Write us for information about our Lathes, Tumblers, Bolters, Chucking and Boring Machines and in fact anything you require in this line.



Broom Bolter

Cadillac Machine Co.
Cadillac, Michigan

## VENEERS AND PANELS

## Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS. VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer. Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you,

Every man is Partial

To His Gun Joods

But the progress of his business

tells the truth

The last pew years have seen a "umarkable expansion in our plant and
organization - building after building
ther bette under until now we have
clouble the capacity of a few years ago.

There's a reason

Every one of our products

Rotary cut chen ha sumond and & bird

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engogs the most exacting car and superunion in making

you have Easily from that Claim

A Western of Time Seating Co

Have nothing to offer but Sliced Ouartered White Oak

## VENEERS

which we carry in large quantities.

Let us quote you.

The Buckeye Veneer Co.

Dayton, Ohio

#### Sliced Quartered Oak Figured Gum American Walnut

Cut to Dimension, Jointed and Taped, Ready to Lay ROTARY CUT

CHESTNUT ASH POPLAR PINE OAK WALNUT

Knoxville Veneer Co.

Knoxville, Tenn.

## Geo. L. Waetjen & Co.

MILWAUKEE

WISCONSIN

Our large stock of

#### PANELS AND VENEERS

at all times assures the consumer of immediate shipments

If It's Veneer or Veneered We've Got It

Write for Our Monthly Stock List



The type of WISCONSIN RED OAK logs our veneer is cut from

Veneers and Panels

WISCONSIN VENEER CO., Rhinelander, Wisconsin



### Burn- Rock Maple Flooring "Idea

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

#### ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

## I. Stephenson Co., Trustees

WELLS, MICHIGAN

### "Chief Brand" Maple and Beech Flooring

in 3, 5 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

### Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

We are members of the Maple Flooring Manufacturers' Association

#### EAST JORDAN LUMBER EAST JORDAN, MICHIGAN

We Offer for Prompt Shipment:

15M 1x7" up No. 1 Common & Better Maple.

18M 4/4 No. 1 Common & Better Quartered Maple.

200M 4/4 Full Log Run Beech.

50M 4/4 Full Log Run Birch.

50M 4/4 No. 3 Common Birch,

Write for prices

FULL THICKNESS

BAND SAWN

QUICK SHIPMENT

## EASTMAN FLOORING CO.

You can't afford to be The Gibson Tally Book

when it costs but a dollar, if you want the most convenient and accurate system for tallying lumber.

Hardwood Record

Chicago

## Iron Mountain, Mich.

Have following stock at Boyne City, car or cargo shipments:

VON PLATEN LUMBER COMPANY

200 M ft. 8 4 No. 3 Com. Maple

300 M ft. 4 4 No. 3 Com. Maple.

100 M ft. 6/4 No. 3 Com. Maple.

40 M ft. 10/4 No. 2 Com. & Better Maple.

100 M ft. 6 ft. Coal Door Lumber.

100 M ft. 4 4 No. 1 and 2 Common Birch.

100 M ft. 5/4 No. 1 and 2 Common Birch.

50 M ft. 8/4 No. 3 Common Basswood.

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### BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US QUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.

## Strable Lumber & Salt Co.

Manufacturers of

Hardwood Lumber

AND

Maple Flooring

SAGINAW.

**MICHIGAN** 

WE WANT TO MOVE: WE WANT TO MOVE:
50,000 ft. 8/4 No. 2 and
better Soft Maple.
150,000 ft. 4/4 No. 2 and
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75,000 ft. 6/4 No. 2 Cemmon Soft Elm.
76,000 ft. 6/4 No. 3 Cemmon Soft Elm.
30,000 ft. 4/4 No. 2 Common Soft Elm.
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The Foremost Hardwood Market of the East

Yeager Lumber Company, Inc.

Specialties:

Oak, Ash and Poplar

932 ELK STREET

T. SULLIVAN & CO. **HARDWOODS** 

Specialty - Brown Ash

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Standard Hardwood Lumber

OAK, ASH and CHESTNUT

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## ANTHONY MILLER HARDWOODS OF ALL KINDS

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## G. Elias & Bro. HARDWOODS

White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Mill-work, Boxes, Maple and Oak Flooring

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### Hugh McLean Lumber Co.

OUR SPECIALTY:

**QUARTERED** WHITE OAK

940 Elk Street

#### BUFFALO HARDWOOD LUMBER CO.

Dry band sawed stock
Piled at our Yard at Buffalo ready for shipment
Ash, No. 1 Com. & Better, 4/4 to 16/4, dry stock
Plain Red Oak, No. 1 Common & Better, 4/4 to
12 4, dry stock
Plain White Oak, No. 1 Common & Better, 4 4 to
12 4, dry stock

940 Seneca Street

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

## THE "MERIT" VENEER LATHE

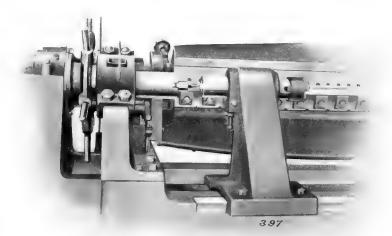


## A Few Pointers



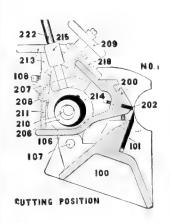
## To Consider

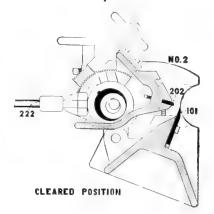
A steady rest and extension spindle for cutting short logs in a long machine

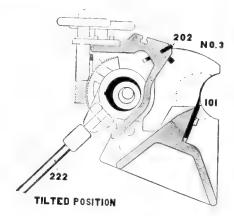


With a machine equipped with the 'Merit' steady rest you have the value of two machines in one.

Look at the three positions of the pressure bar







You can readily see the advantage of having a machine that makes it possible to clear the bar of slivers immediately, without changing the pressure adjustment.

Also the advantage and time saved in applying the pressure from one point only and perfectly even on the full length of the log.

Write for further particulars and prices.

Both Northern and Southern Oak Hardwood Lumber and Rotary Veneers

## Stimson's Mills

PERSONNEL

J. V. Stimson, Huntingburg, Ind.

J. V. Stimson Hardwood Co. Memphis, Tenn.

I. V. Stimson, Pres. B. I. Katterhenry, Sec'y-Trens. C. H. Meyer, Office Sales Mgr.

Stimson Veneer and Lumber Co. Memphis, Tenn.

J. V. Stimson, Pres. R. C. Stimson, Sec'y Trens.

#### A QUARTER CENTURY OF SUCCESSFUL MANUFACTURE

Hardwood Lumber from 3/8" thick up Rotary Veneers in regular & special stock Plain and Quartered Oak and Red Gum

Walnut Hickory Elm Poplar Ash Maple

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Tells all there is to know about every commercial forest tree of America.

## AMERICAN FOREST TREES

(WRITTEN IN THE LUMBERMAN'S LANGUAGE)

Completely illustrated with original photographs and drawings and handsomely bound.

(Price \$6 Prepaid)

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Manufacturers

EXCLUSIVELY
WALNUT LUMBER AND VENEERS

KANSAS CITY, MO.

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MANUFACTURERS AND EXPORTERS

HARDWOOD LUMBER

and

Rotary Cut Veneers

General Offices
MEMPHIS, TENNESSEE

Mills at

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# FARWOOD BECT

Twenty-First Year Semi-Monthly CHICAGO, DECEMBER 25, 1915

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Philadelphia, Pennsylvania ESTABLISHED 1798

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HARDWOODS
Our Specialty

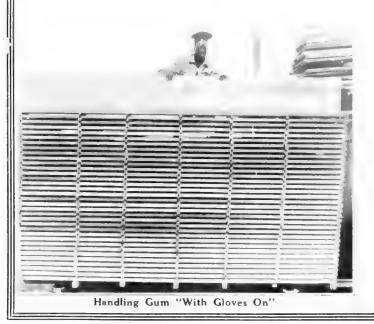
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Your Order Will Follow

### The Ford Joke Is Possible Only Because the Ford Car Is Cheap



The same is true of gum lumber—it has been kicked and cussed at only because its producers allowed it to be called a cheap wood. They refused to put enough money in it to bring out its true merit—have let it be known as a "necessary evil"—a side issue to the end that it has never commanded respect.



## A New Era in Gum

is being developed by our policy. We have adopted GUM as our MAIN PRODUCT. We have studied it and know it. Knowing it we have had the faith to put a good deal of money into its correct manufacturing and handling.

Today our stock represents more real beauty, more adaptability, more genuine merit than any other American hardwood.

Diyon Lay, any proudre against cum, our stock will over one in Prieully has a distinct character

Kraetzer-Cured Lumber Co.

## MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

## Michigan Hardwoods Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

## Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

## Stock Widths

No. 3 Common Hardwoods

We can furnish No. 3 Common Maple and Beech, random lengths, as follows:

 1x4
 1x 8

 1x5
 1x 9

 1x6
 1x10

 1x7
 1x11 & wider

The stock is mixed Maple and Beech but runs largely Maple

Mitchell Brothers Co. Sales Department, Cadillac, Michigan

## FOR INTERIOR TRIM





MAHOGANY LUMBER

GARROLL AVE. AND SHELDON ST. CHICAGO



#### A floor to adore

For thirty-three years Wilce's Hardwood Floering has been among the foremost on the market and because it stands today "unequaled" is the freet explosure that its manufacturer has kept abreast of made in methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface floerher, to good and grooved, hollow backed, with matched code and holes for blind nailing—you'll had it reduces the expense of laying and polishing

Our Bookiet tells all about Hardwood Flooring and how to care for it—also prices—and is free

The T. Wilce Company

22nd and Throop Ste. CHICAGO, ILL.

## STEARNS"

Hardwood Specialists

5,000,000 feet 4-4 to 8-4

## **BEECH**

A complete stock of thoroughly dry Beech in all grades

We specialize in Kiln Dried Stock

The STEARNS SALT & LUMBER CO. LUDINGTON, MICH.

## Claims backed by a guarantee necessarily assure you of the

## Real Indiana Oak



When you want to buy that class of stock. The oak logs cut at our La Porte, Ind., mill come from this state and nowhere else.

Our Marmaduke, Ark., plant turns out a fine line of Oak, Ash and Cypress.

Consider what it means to you when our cooperage plants take all the poorer stock and you get only the cream.

Try out that statement

Vail Cooperage Co. Ft. Wayne, Indiana

## Rope and Twist Work

in various styles and wood, made to detail or send us your turnings and we will rope or twist to suit

Price quoted upon receipt of sketches or illustrations

Your inquiries are solicited

The F. A. Requarth Company Monument Ave. and Sears St., Dayton, O.

## Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF



Complete stock of 3/8" and 13 16" in all standard widths



#### W. P. Brown & Sons Lumber Company

Let Us Quote You Special Prices for Immediate Delivery on the Following Stock:

Quartered White Oak
44 No. 1 Com., 10" and up.
36,000 ft.
44 No. 1 Com., 213.000 ft.
54 No. 1 Com., 40.000 ft.
Quartered Red Gum
54 No. 1 Com., 43.000 ft.
Plain White Oak
44 ls and 2s, 116.000 ft.

Plain Red Oak
44 and thicker, 1s and 2s, 16.000 ft.

Plain Red Oak
44 and thicker, 1s and 2s, 16.000 ft.

We have a full stock in every item in Hardwoods and Yellow Pine. We can quote on mixed or straight cars. The location of our mills and yards insures prompt shipment and the best of service.

#### Wood Mosaic Company

Main Office, New Albany, Ind.

We are now operating a complete dimension mill, and have on hand, ready to ship,

#### Walnut Squares

in all regular sizes, 2"x2", 21/4"x21/4", 21/2"x  $2\frac{1}{2}$ " and 3" x 3". Some of the stock is already k. d., and we can dry any other material as specified. If you can use walnut dimension lumber, send us your inquiries. We can also handle your wants in dimension oak.

Get acquainted with our Famous Indiana and Kentucky QUARTERED WHITE OAK.

#### Norman Lumber Company

We offer for immediate shipment the following stock, which is attractively priced and is unusually desirable in other ways:

15,000 ft. 4-4 1s and 2s Poplar, 14" and up wide. 25,000 ft. 4-4 No. 1 Common Poplar, 35,000 ft. 5-4 No. 1 Common Poplar, 25,000 ft. 6-4 No. 1 Common Poplar, 50,000 ft. 6-4 No. 2 Common Poplar.

Above items are good average width, 50 to 75 per cent 14 to 16 feet long.

15,000 ft, No. 1 Common Plain Red Oak. 15,000 ft, 4-4 No. 2 Common Plain Red Oak.

This lumber is 25 per cent long, Kentucky stock.

#### Edward L. Davis Lumber Company

Kentucky and Indiana Oak, Ash, Walnut

are famous for color and texture. The careful buyer selects not merely "lumber," but stock that will do credit to the job. In our own sawmill at Louisville we cut up the finest logs produced in this section-and the consumer gets the benefit. Ask us for prices on what you need.

#### W. R. Willett Lumber Company

Sales Agent Parkland Sawmill Co., Louisville, Ky. Look over the following items and send us your inquiries. We call special attention to our plain and quartered oak and ash stocks. All of this lumber is band-sawn, and averages 35 to 40 per cent 14' and 16' lengths.

#### Ash

10,000 ft. 4-4 No. 2 Com. 10,800 ft. 6-1 Is & 2s 12,000 ft. 10-4 Is & 2s 12,500 ft. 10-4 No. 1 Com.

#### Plain Red Oak

40,000 ft. 4-4 No. 1 Com. 10,000 ft. 4-4 No. 2 Com. 25,000 ft. 8-4 Is & 2s 14,000 ft. 8-4 No. 1 Com.

#### Quartered White Oak

Quartered write Osa 46,000 ft. 4-4 ls & 2s 20,000 ft. 5-4 ls & 2s 29,000 ft. 6-4 ls & 2s 75,000 ft. 4-4 No. 1 Com. 12,000 ft. 4-4 No. 1 Com. 10 inches and up 27,000 ft. 5-4 No. 1 Com. 10.000 ft. 6-4 No. 1 Com. Carlots clear quartered strips. Ponlar

Poplar 16.000 ft. 4-4 No. 1 Com 10,000 ft. 12-4 1s & 2s

#### C. C. Mengel & Bro. Company

We operate our own Mahogany Logging Camps in Africa, British Honduras and Mexico, and are specialists in the production of Mahogany Lumber, Veneers and Dimension Stock. We carry a large stock of Plain and Figured Veneers, and can submit samples to suit any requirement.

If It's in Mahogany, We Have It







The legends of past centuries describe the with as is intent · · turdy. "state art" and at the same time to pitable In our own forests the oak trees stand with a confidence inspiring ingordaris they are sounder, with fewer natural defects than any of the other

nature hardwoods

It is admittedly a fact that even the moderately priced lines of oak furniture have more "appearance," suggest more luxury, more individuality than more costly pieces in most other woods.

Oak is more saleable for the retailer because it doesn't require special education as do new woods and because it doesn't scare off the less opulent buyer by the very sound of its name.

The wise furniture maker will prepare to reap the benefit from the greater interest in oak interiors and the desire for harmony in fittings-and he will convince the retailer of the wisdom of this course.

Why have the writers of all times described the OAK dra-ing hall, the OAK banquet table\* Traisn't the sound of the name, the corn sight of the unad acce forth an inspira tion of the hospitality of the "board"?



For any information on this subject address

## Any Manufacturer on the Succeeding Page

Oak Information Bureau, 707 Ellsworth Building, Chicago



All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD



All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

## BAY CITY MICH.

THE LARGEST PRODUCING CENTER OF MICHIGAN HARDWOOD

## LOWER PENINSULA HARD MAPLE When You Think This, Think Bay City

500M 4/4 No. 2 Common & Better Hard Maple 500M 4/4 No. 3 Common Hard Maple 100M 4/4 No. 2 Common & Better Soft Maple 100M 4/4 Birch, Mill Run 200M 4/4 Bassweed, L. R. 110M 4/4 Ist & 2nd Bassweed 75M 4/4 No. 1 Common Bassweed 40M 5/4 Ist & 2nd Bassweed 40M 5/4 No. 1 Common Bassweed 40M 5/4 No. 1 Common Bassweed 40M 5/4 No. 3 Common Bassweed 40M 5/4 No. 3 Common & Better Beech 150M 5/4 No. 3 Common & Better Beech

Richardson Lumber Company

# Basswood 20,000 ft. 5/4 No. 1 Common 20,000 ft. 6/4 No. 1 Common 150,000 ft. 5/4 No. 2 Common 180,000 ft. 5/4 No. 3 Common Beech 200,000 ft. 5/4 No. 2 Common & Better 100,000 ft. 5/4 No. 2 Common & Better 100,000 ft. 5/4 No. 3 Common 150,000 ft. 6/4 No. 3 Common Birch 16,000 ft. 4/4 No. 1 & No. 2 Common Elm 35,000 ft. 6/4 No. 2 Common Apple 1,000,000 ft. 5/4 No. 2 Common Maple 1,000,000 ft. 5/4 No. 3 Common

The Kneeland-Bigelow Company

"Finest"

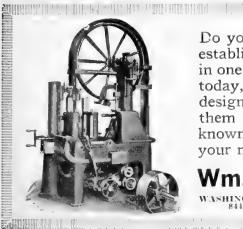
## Maple and Beech Flooring MICHIGAN HARDWOOD LUMBER

Write for Prices

W. D. YOUNG & COMPANY, Bay City, Michigan

Let the following manufacturers know your needs:

KNEELAND-BIGELOW CO. W. D. YOUNG & CO. RICHARDSON LUMBER CO.



Do you realize how good a resaw our Ideal is? Every woodworking establishment should have a band resaw, and while you are putting in one, why not put in a good one? Our Ideal Band Resaw, as built today, embodies the highest type of workmanship, material and design, and is astonishingly low in price. There are a thousand of them in use, giving universal satisfaction, but if their merits were known, there would be five thousand. Let us give you the names of your neighbors who know about this machine.

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Wm. B. Mershon & Co., Saginaw, Mich.

WASHINGTON AND OREGON OFFICE, 844 Henry Building, Seattle, EBY MACHINERY CO., San Francisco, Cal.



LEADING MANUFACTURERS AND JOBBERS

### WM. WHITMER & SONS

A THE STATE OF THE

Manufacturers and Wholesalers of All Kinds of "If Anybody Can, We Can"

## HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Franklin Bank Bldg.

**PHILADELPHIA** 

WEST VIRGINIA HARDWOODS AND NORTH CAROLINA PINE

## Willson Bros. Lumber Co.

Manufacturers

 $\label{eq:mills} \text{Mills at} \begin{cases} \text{PORTERWOOD, WEST VA.} \\ \text{JACKSONVILLE, N. C.} \\ \text{CONWAY, S. C.} \end{cases}$ 

Main Office:

PITTSBURGH, PA.

#### WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

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ENGLIS HOAK
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DOMESTIC HARDWOODS

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SAVE YOUR MONEY BY USING THE

## RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers. The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

A well erganized Collection Department is also operated and the same is open to you. Write for turns.

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NEW YORK CITY

## WISTAR, UNDERHILL & NIXON REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

## QUARTERED WHITE OAK

NICE FLAKY STUFF

## PROCTOR VENEER DRYER FIREPROOF

No Splitting Nor Checking No Clogging Nor Adjusting

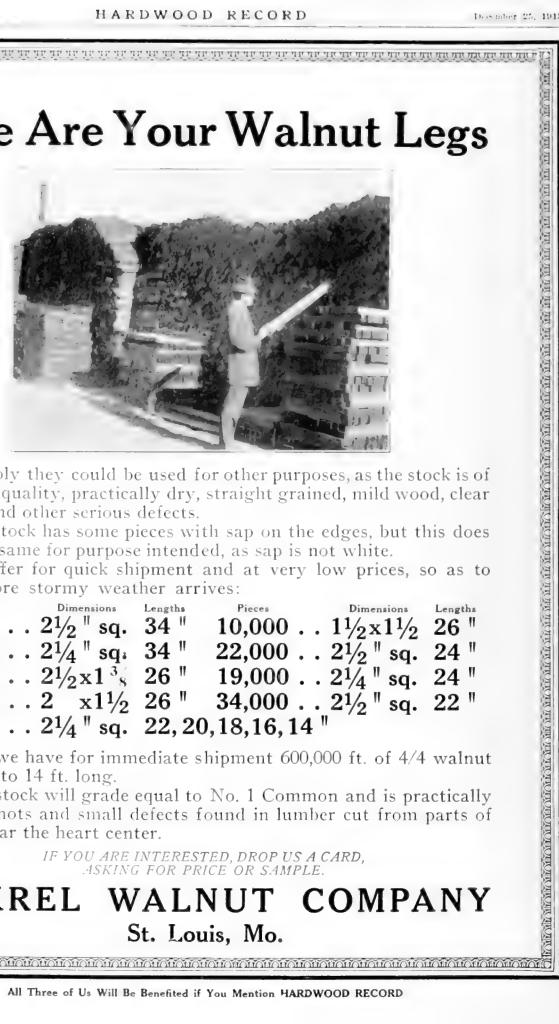


Recommended by all those who have tried

THE PHILADELPHIA TEXTILE MACHINERY COMPANY DEPT. L. HANCOCK & SOMERSET STS. PHILADELPHIA, PA.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

## Here Are Your Walnut Legs



Possibly they could be used for other purposes, as the stock is of very good quality, practically dry, straight grained, mild wood, clear of knots and other serious defects.

This stock has some pieces with sap on the edges, but this does not injure same for purpose intended, as sap is not white.

We offer for quick shipment and at very low prices, so as to move before stormy weather arrives:

	Dimensions	160	Pieces	Dimensions	Lengths
18,000 .	$2^{1/2}$ sq.	34 "	10,000	$1\frac{1}{2} \times 1\frac{1}{2}$	26 "
23,000 .	. $2\frac{1}{4}$ " sq.	34 "	22,000	$2\frac{1}{2}$ " sq.	24 "
14,000 .	$2\frac{1}{2} \times 1^{3} \times 1^{3}$	26 "	19,000	$2\frac{1}{4}$ " sq.	24 "
31,000.	$1.2 \times 1\frac{1}{2}$	26 "	34,000	$2\frac{1}{2}$ " sq.	22 "
225,000 .	$2\frac{1}{4}$ " sq.	22, 20	,18,16,14	1 -	

Also we have for immediate shipment 600,000 ft. of 4/4 walnut lumber, 6 to 14 ft. long.

This stock will grade equal to No. 1 Common and is practically clear of knots and small defects found in lumber cut from parts of the log near the heart center.

IF YOU ARE INTERESTED, DROP US A CARD,

## PICKREL

# Walnut Lumber Plentiful; And Prices Are Normal

Manufacturing consumers of American Black walnut lumber should realize that normal prices are being quoted on all grades and thicknesses of this material. The war has helped the situation from the standpoint of the domestic consumer, by bringing out a wonderful footage of timber. Some of this has gone into gunstocks; but most of it is being manufactured into lumber for sale through the regular trade channels. The increased supply has kept quotations from advancing, in spite of the big consumption for unusual purposes. Get quotations on walnut from concerns listed below and you will be surprised at the satisfactory figures at which you can get any item for which you are in the market.

#### FRANK PURCELL Kansas City, Missouri

#### PRIME WALNUT LOGS FOR EXPORT

Figured Walnut Logs Figured Walnut Butts

## LONG-KNIGHT LUMBER COMPANY

Indianapolis, Indiana

18.000-ft.	1-in. 1st and 2nds.
20,000-ft.	1x10 and up No. 1 common.
60,000-ft.	1x4 and up No. 1 common.
	1x4 and up No. 2 common.
8,000-ft.	5/4 No. 2 common.
	5/4 No. 1 common.
	6/4 No. 1 and No. 2 common.
10,000-ft.	2-in. No. 2 common.
30 000-ft	2-in No 2 C & B green

## EAST ST. LOUIS WALNUT COMPANY

East	St.	Louis,	$\mathbf{H}$	linois
------	-----	--------	--------------	--------

	1st and 2nds.	
8/8-in.	40,000-ft	3/8-in 50,000-ft
1/2-in.		1/2-in 30,000-ft
5/8-in.		3/4-in140,000-ft
3/4-in.	50,000-ft.	4/4-in
	50,000-ft.	5/4-in 50,000-ft
		6/4-in 12,000-ft
6/4-in.		16/4-in 1,000-ft
	12,000-ft.	
16/4-in.	4,000-ft.	

# PENROD WALNUT & VENEER COMPANY Kansas City, Missouri

	1st and 2nds.	No. 1 Common.
	20,000-ft.	5/8-in 40,000-ft.
		3/4-in 50,000-ft.
	65,000-ft.	4/4-in300,000-ft.
	15,000-ft.	5/4-in, 30,000-ft.
	19,000-ft.	6/4-in 14,000-ft.
		8/4-in 3,000-ft.
12/4-in.		10/4-in 3,000-ft.

Kraetzer Cured Lumber in Stock Ready for Shipment.
Three Million Feet of Figured Walnut Butt Veneers and Two
Million Feet of Figured Walnut Log Veneers Rotary Cut and
Sliced Stock.
We Furnish Plain Walnut Veneers any Thickness, cut to size.

# PICKREL WALNUT COMPANY St. Louis, Missouri

		,
	1st and 2nds.	
	25,000-ft.	3/4-in 40,000-ft.
	32,000-ft.	4/4-in 52,000-ft.
	8,000-ft.	5/4-in
0/4-1n.	12,000-ft.	6/4-in. 14,000-ft. 8/4-in. 8.000-ft.

Any Quantity, Any Thickness, No. 2 Common. Rohanized Dry Lumber Always in Stock.
VENEERS
Any Quantity, both in Long Wood and Butts.

#### SANDERS & EGBERT COMPANY Goshen, Indiana

1st and 2nds.	5/8-in
14-ln	1-in. 50,000-ft. 5/4-in. 16,800-ft.
3/4-in 56,000-ft. 1x7-in. to 9-in. and	$1\frac{1}{2}$ -in
clear shorts 21,400-ft. 1x10-in, and up and	No. 2 Common.
clear shorts 16,800-ft.	3/4-in. 1,200-ft. 1-in. Sap 2,500-ft.
1-in. Clear Face 41,700-ft. 1-in. Regular 10,000-ft.	5/4-in. 4,900-ft. 2-in. and 2¼-in. 800-ft.
No. 1 Common. 18,000-ft.	3/4-in. No. 3 Common. 10,500-ft.

## H. A. McCOWEN & CO.

Louisville, Kentuck	
	2.2

	,		
	1st and 2nds.	No. 1 Commo	n.
4/4-in.	220,000-ft.	4/4-in	
	50,000-ft.	5/4-in	
6/4-in.		6/4-in	40,000-ft.
8/4-in.		8/4-in	30,000-ft.
10/4-in.	5.000-ft.	10/4-in	10,000-ft.
12/4-in.		12/4-in	10,000-ft.
16/4-in.		16/4-in	4,000-ft.
4.11 /D3	dalamanana in Ma. 9 Communi		

#### THEODOR FRANCKE ERBEN, G.m.b.H. Cincinnati. Ohio

Cilicillia	i, Ollio
1st and 2nds.	No. 1 Common.
$\begin{array}{cccccccccccccccccccccccccccccccccccc$	$\begin{array}{cccccccccccccccccccccccccccccccccccc$
	8/4-in 25,000-ft.

# GEORGE W. HARTZELL

	Piqua,	Ohio
1st and 3/4-in. 4/4-in. 5/4-in. 6/4-in. 8/4-in. 10/4-in. 10/4-in. 10/4-in. 10/4-in. 5/8-in. 3/4-in. 4/4-in. 5/4-in. 6/4-in. 8/4-in. 8/4-in. 8/4-in. 8/4-in.	18,000-ft. 63,000-ft. 47,000-ft. 38,000-ft. 17,000-ft. 7,000-ft. 2,000-ft. 5,000-ft. 5,000-ft. 37,000-ft. 35,000-ft. 37,000-ft. 35,000-ft. 37,000-ft. 35,000-ft. 50,000-ft.	No. 2 Common. 3/4-in. 3,000-ft. 4/4-in. 15,000-ft. 5/4-in. 15,000-ft. 6/4-in. 18,000-ft. 8/4-in. 18,000-ft. 8/4-in. 18,000-ft. 8/4-in. 18,000-ft. 10,112/4-in. 2,000-ft. 4/4-in. 10,000-ft. 12,000 ft. 12 in. to 24 in. long. 12,000 ft. 12 in. to 24 in. long. 12,000 ft. 30 in. to 42 in. long. 12,000 ft. 30 in. to 42 in. long. Clear Woulding Strips. 5,000 ft. 10 in. x3 in. to 5½ in. wide, very fine. Clear Walnut Squares. 15,000 pcs 1½x1½x18 in. to 22 in. long. 75,000 pcs. 2x2x12 in. to 24 in. long. American Walnut Veneers. 3,000,000 ft. Highly Figured Butts. Long Figured and Striped Wood.



OUR DEC THERD ONE. THE TON SIX TROUSAND AND RIGHTS SIX FREE CIRC:ILIR SANS ATKINS' CUT EXCLUSIVELY WITH SAWS

The Great Southern Lumber Co., of Bogalusa, La., broke their record on Dec. 6th. We heard about it and wired Mr. Sullivan. Read his reply.

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These are the Saws we have been telling you about. Are they good enough for you? Do you doubt, for a moment, that they will stand up in your mill? Do you want further proof that they will MAKE MONEY in your plant? you do, then give them a trial. We'll make good.

> Specify Atkins Silver Steel Band, Circular, Gang, or any other type of Mill Saws that you use. Try Atkins Machine Knives.

> > "FINEST ON EARTH"

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C ATELES 1.87, 00

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# THE SOUTH

# **COTTONWOOD**

## OAK

PLAIN AND QUARTERED RED AND WHITE

#### RED AND SAP GUM

High Grades

Band Sawn Lumber

We Make a Si

Specialty of Thin Stock

COTTONWOOD
AND GUM VENEERS

THREE-PLY GUM PANELS BOX SHOOKS—EGG CASES

Write Us for Prices

# Anderson-Tully Company MEMPHIS, TENN.

## Alexander Brothers

Stock and Price List

Dec. 15, 1915.	F. O.	B. Be	Izoni	BEL2	ZONI,	MISS
	F	ıs	No. 1	Com.	No 2	Com.
1 O'd W. Oak	51.100	\$68.00	12.000	\$38.00	20.000	\$20.6
114 Qtd. W. Oak		70.00	61,800	39.00	4.000	22 0
112 Qtd. W. Oak		70.00	21.800	39.00	15,000	22.0
1% Qtd. W. Oak		70.00	11,000	40.00	10,000	22.0
2 Qtd. W. Oak		71.00	26.100	41 00	5,000	24.0
2½ Qtd. W. Oak		75.00	2,000	45.00	3,000	27.0
3 Qtd W. Oak			1.000	45.00		
	91,000	40.00				
			4.000	20.00		
114 Strips	1.000	42.00	4,000	25 00	0.500	3.77.0
34 Qrtd. Red Oak	4,000	43.00	6,000		2,500	17.0
l Qrtd. Red Oak	2,000	54.00	36,000	32.00	30,000	20.0
11/2 Ortd. Red Oak		56.00	58,000	34.00	17,000	22.0
13. Stps		45.00	0.000			
<ol> <li>Qrtd B. Oak Stps.</li> </ol>		45.00	37,000	20.00	21.5	20.00
l Pln. W. & R. Oak.	7,000	45.00	30,000	25.00	68,000	12.00
3 Wagon Oak C. & Be	t30,000	40 00				
4 Wagon Oak C. & Bo		45.00				23.12
1 Ash	9,000	43.00	17,000	25.00	25,000	14.0
2½ A-h			5,200	35.00		
3 Ash		58.00	8,000	38.00		
4 Ash	1,500	60 00	500	42.00		
1 Cottonwood 12 in &	up 5,000	28.00				
1 Pan. Bx. 9 to 12 in	11,000	30.00				
1 Pan. Bx. 13 to 17 m	1	36,00				
3% Tupelo	30.000	7.50	11.000	6.00		
1 Tupelo	9.000	17 00	21,000	14.00		
1 Tupelo Bx. 13 to 1	7 1.500	25.00				
1 1/2 Tupelo	36.000	18.00	8.000	14.00		
2 Tupelo	70.000	20.00	9.500	15.00		
1 Ortd. Red Gum	13.000	45.00				Mottle
1 Ortd, Red Gum		46.00				Mottle
11/2 Ortd. Red Gum		38.00	35,000	24,00		
1½ Qrtd. Red Gum		46.00				Mottle
2 Ortd. Red Gum		46.00				Mottle
I Pln. Red Gum	70,000	27.00	82,000	15.00	42,000	13.0
14 Pln. Red Gum	5 1100	28.00	3,500	16.00	14.500	13.0
1½ Pln. Red Gum		28.00	4.500	17.00	19,000	13.0
2 Pln. Red Gum	2 000	30.00	2.000	22.00	13,000	13.0
1 Sap Gum 18 in. up	99 100	26.00	2,000	20.00		& No.
1 Poplar Log Run	20,000	20.00				
I tolitat Dog Rati	20,000					
	Fas	Sel	ect	No. 1 Sho	n No	. 2 Shor
1 Cypress15.		60,000		.000 \$19.		00 \$16.5
1½ Cypress		6,000		.000 20.		
2 Cypress15.		3.500		,500 23.		
216 Cypress		3,000		,000 20.		
3 Cypress		41.500		500 27.0	90	
			20.00 10	1000 611	V 0 0 0	

Prepared to Surface and Resaw. Let us have your inquiries on Cypress and Ba
Poplar Weatherboarding Prices subject to change without notice.

Questions subject to prior sale

## Little Rock., Ark., Has the Pick of Arkansas Hardwoods

ITS geographical location is such that it is virtually in the center of the best hardwood timber in the Southland. Its railroad facilities give it the call on any of this timber at any time. We have planned our band mill operations to make the most of this natural advantage, so you have not only the finest selection of logs for your exact wants, but have in our mill the opportunity of getting just that kind of lumber that you can work best.

LITTLE ROCK LUMBER & MANUFACTURING COMPANY, Little Rock, Arkansas D. S. WATROUS, Sec'y-Treas., Mgr.

# Vestal Lumber & Manufacturing Co.

Plain Oak

KNOXVILLE, TENNESSEE

Quartered White Oak

# SOFT TEXTURED STOCK

Black Walnut

Tennessee Red Cedar

Poplar

BAND MILLS ON L. & N. AND SOUTHERN RAILROADS AT VESTAL, A SUBURB OF KNOXVILLE



Our "Plant B" where high-grade timber and workmanship have maintained our reputation

#### SLICE CUT VENEERS

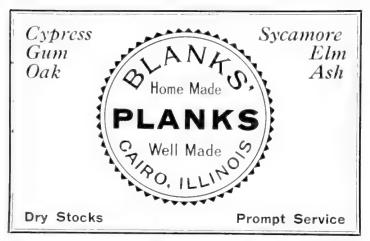
Specialty - Ouartered White Oak Manufactured from

Northern Grown White Oak



Honest Inspection Intelligent Selection

Hoffman Bros. Company, Fort Wayne, Ind.



# The Mowbray & Robinson Company MANUFACTURERS Hardwood Lumber

MADE (MR) RIGHT Oak Flooring

Purveyors of Floors for Fastidious People Main office, yards and warehouse QUICKSAND, KY. CINCINNATI, O.



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one week terore the date they are to go not step from shed upon application. Advertising colymnist be received five days in a lynt color publication dutes.

Entered has see to class a natter May 25, 1862, at the postolice at Chicago, III., under act of March 3, 1879.



## Perhaps Some of Our Gum Lumber Has Gotten Into Your Own House. If So, You Are Praising Gum — Not Cussing It

Our Gum in its devious course from the woods through the mill and into the pile, and then the car, is watched at every step with solicitous attention. That is why we can guarantee that every stick of it will reach the customer's factory in perfect condition.

That is why we have so many enthusiastic letters from users who can see where they have reduced cutting room costs through using it. You can save money in the same way—we can prove that you can,

## GEORGE C.BROWN & COMPANY

Band Mill, Proctor, Ark,

Home Office, MEMPHIS, TENN.



All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD



# Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products-thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

#### THE HARDWOOD COMPANY

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No. 5



# Review and Outlook



#### General Market Conditions

THE YEAR CLOSES with little actual change in the country-wide situation that would stamp its closing weeks as of particular note. The only occurrences which stand out above others are certain compilations that merely give added emphasis to the stabilizing of business, particularly of lumbering in the central and eastern states.

The usual pronouncement as to trade conditions is ordinarily more or less of a guess, or rather the expression of an ambiguous conviction. The strength of the present situation is given emphasis, however, by definite figures resulting from a careful compilation of data comparable to certain periods in the past. The one compilation which inspires extraordinary confidence comes from the office of one of the large hardwood associations, which reports actual sales made by definite numbers of members reporting. It so happens that reports received during November came from the same firms reporting in the month prior and an increase of 28 per cent in aggregate volume of sales was established when the figures were put together.

Undoubtedly the definite statistics of rail carriers of lumber give the best possible evidence of the amount of business that is actually being transacted. The movements of lumber-carrying freight cars on one of the big trunk lines tapping the southern hardwood territory increased during the first week of December by 467 cars of lumber and 429 cars of logs over the same period last year. It is also interesting to note that more lumber was loaded out from piles than would be replaced by the raw material (the logs) brought in.

There is an unending series of reports of gratifying activity and developments and other events in the business field that seemingly constitute excellent arguments supporting the impression of great improvements in the whole industrial structure. However, it is hardly safe, particularly in these uncertain days, to use figures and data regarding outside industries as there are so many qualifying conditions and so many circumstances to be considered in reference to all such reports that the most favorable references are often of little value in computing the conditions and prospects surrounding an entirely different line. Therefore in arriving at an analysis of general lumbering in the United States as it is progressing today, it is hardly feasible to go beyond the conditions in the factories on the rail lines and in the building trades.

The continued absence of any evidence that the factory demand will be retarded by inventories this season is about all the

proof necessary to entirely satisfactory conclusions as to how the land lays in the furniture and interior finish and similar woodworking fields.

The condition of the transportation lines is emphasized distinctly by their continued purchases of all kinds of equipment. The necessity for continued additions to rolling stock, trackage and other necessary incidentals to the railroading business is forceful argument that a consistent purchasing policy may be anticipated in this direction.

An activity really akin to boom conditions typifies the building situation in many of the representative cities considered in gathering data on active and prospective construction. A noticeable feature of the detailed reports from building sections is the frequent statement that there is a strong tendency from speculative building to more permanent types of structures, which means that purchases will involve a higher class of raw material.

It is argued by some large purchasers of forest products that the present situation is temporary, and there is cited in support of this theory the course of trade in past periods of transition. It is urged that the general prosperity in lumbering is calling into operation hundreds of small mills which will produce sufficient stocks to overbalance supply. This argument would hold if it were not a fact that the demand at present, and as far in the future as it is safe to look, is and will continue to be increasing at a more rapid rate than production will be augmented. This argument could be used at all times and under all circumstances, as the interest in production by those in a position to manufacture lumber is increased in direct proportion to the demand. In other words, it is not a question of how much lumber will be produced, but rather of how much lumber will be needed, and as much as we all dislike to be over-bullish, there is absolutely nothing in present indications or on the horizon that shows that the demand can possibly do anything but continue to im-

It is not meant by this that it would be a physical impossibility for production to exceed consumption, but it is urged that within reasonable limits there is ordinarily a fairly close adherence of supply to demand, which is especially noted in the production of hardwoods, and the course pursued during the past eighteen weeks by the hardwood manufacturers who control the bulk of hardwood production was such that it can be confidently expected they will not allow control of production to get out of their hands.

There is little additional information available as to just how much stock is on hand. Interesting data on this score will be brought out in the various January meetings, which should be

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In the South a somewhat similar condition is apparent with more or less depleted stocks in box lumber in addition to rather up set condition of supplies in certain of the upper grades.

Northern birch and maple and southern oak, gum, and ash are going along in good shape. Poplar is a better property than it was some months ago, and mahogany is in excellent condition. Quartered oak is already beginning to feel the good effects of greater purchases of high-grade furniture, while plain oak is finding an increasing market. Gum seems to be making excellent progress in establishing new lines of consumption as the present excellent condition of gum sales seems to be considered by all who have made any attempt to analyze the situation as resulting more from extended interest in and demand for gum than from the general improvement in demand for all hardwoods.

The veneer and panel manufacturers express a good deal of satisfaction with the situation as it stands today. In fact producers of these products are confronted constantly with actual shortages of certain items and most of the manufacturers are preparing to add materially to going prices of these products, particularly in rotary cut stock.

#### The Cover Picture

CHRISTMAS MAY BE IN THE AIR in the cover picture illustrating this number of Hardwood Record, but there are few signs of it elsewhere; yet it is the picture of a Christmas scene in a northern forest. It is the home of the overseer of a lumber camp, but it stands removed from all other human habitation and "alone in the winnowed wilderness." Fir and hardwood trees form the background. The smaller branches are bare of snow and the larger are nearly; for in that region where the snow is usually dry when it falls, it does not remain long on the limbs of trees. The first brisk wind blows it off.

Persons who are familiar with northern winters will detect in this picture a sign of very cold weather. Notice the pale shadows on the snow, which are due to the weak sunlight, yet there is probably not a cloud in the sky. The air is thick with frost crystals which assume the form of mist. The sun shines through, but heat ard light are nearly cut off. There is barely enough left to cast a vague shadow. The thermometer was probably several degrees below zero when the photograph was taken. The icicles hanging from the roof like stalactites tell the same story of low temperature.

The scene of the picture is beyond the northern limit of the United States, in the province of Ontario. It is a home similar to thousands in that region and in our northern states. Christmas may not bring as many things to the children in the remote forest cabins as to the children in villages and cities, but it is just as welcome, and what little it brings is just as thankfully received. In fact, it is a well-established truth that thankfulness is not proportionate to the quantity of good things received. The child that lives too far away to have many associates, appreciates what he has much more genuinely than the child that is overloaded with gifts and accepts them as a matter of course.

The house is pretty low down in the snow, yet it is not an unattractive place. The lace curtains at the square windows give a hint of comfort and cheerfulness within, though it is evident that no considerable amount of daylight finds its way to the interior of the cabin. There are no flowers or even flower stalks to be seen now, but the flower bed under the window is evidence that in summer a plot of flowers is cultivated there; and where there are flowers in summer it may be depended upon there will be Christmas spirit and cheer in winter. A glimpse inside would be welcome, but unfortunately the

carera pave an exterior view only, and the imagination is left to supply the missing particulars as it wishes.

The youngster who is posing for his picture beside the big wreck of a box in the foreground appears to be completely satisfied with what Oristness brought him. It all town children could feel the ame way it would add much to the same of human happaness.

#### Answers by Lumbermen

LUMBERMIN HAVE ANSWERED QUESTIONS propounded by the Interstate Commerce Commission concerning the transportation of lumber. The outstanding conclusion in these answers is that rates for carrying lumber ought not be based on grades and value, but on weight. What are called "woods of value" should not, according to the contention of lumbermen, be charged higher rates than other lumber of equal weight, though it happens to be of less value. At least that seems to be the meaning of the replies, considered as a whole. It is in opposition to the often-quoted theory of Collis P. Huntington of the Southern Pacific railroad, that rates on commodities should be charged according to their value, or "as much as the traffic will bear."

The railroads, or some of them, have justified that attitude by argument which, it must be admitted, has some force. They say they must carry some commodities at cost, or not carry them at all, because full rates cannot be paid on them. Therefore, the railroads should be allowed, they say, to make up their loss by charging more on traffic able to bear it. The man who has a cheap article to send to market is glad to have it carried at cost, and to him this doctrine of "all the traffic will bear" appears a wise one. But the man whose commodity is valuable cannot see the justice in making him recoup the railroads for what they lose in carrying the other man's article below cost. It thus resolves itself into a question of the viewpoint of different observers. It takes a pretty broad-minded man to see the justice in a policy that makes him lose money; while nearly any man applands a policy that puts money in his own pocket.

The Interstate Commerce Commission is in the position of a neutral. It has been called upon to judge between the railroads and the lumbermen in the readjustment of rates and to see that both sides give and receive as large a measure of justice as possible. It wishes to attain a point from which the whole matter may be studied on its merit. To accomplish that, the series of questions was propounded, and these questions with the lumbermen's answers are published in this issue of Hardwood Record.

Is it not barely possible that there is a two-edged sword in the lumbermen's reply, and that it may cut two ways? In the past there was a great deal said about the waste resulting from leaving rough logs in the woods, because the lumber cut from them was so cheap that it could not pay ordinary rates of transportation. It was advocated that railroads ought to give extra low rates on this low-grade lumber. Box factories and certain other industries could use it if it could be taken out of the woods and sent to them. Perhaps it was not so much the lumberman who advocated that as it was the professional conservative propagandists, but there is no question that a great deal was heard on the subject some time back. It has not been talked of so much lately, but it is still a subject open to debate.

If lumber tariffs are to be determined by weight only, and not in accordance with grade, species, or form, the question of lower rates for cheap box lumber is disposed of at once along with the question of extra high rates for "woods of value."

#### Making Things Happen

LUMBERMEN MAKE THINGS COME TO PASS in British Columbia. At any rate, according to reports, that is what they intend to do. A bill is to be presented at the next session of the legislature of that province authorizing the issue of bonds by the state to provide money for building thirty schooners to be used in carrying lumber in the export trade. The lumbermen are to assume the payment of the bonds at maturity and will then own the ships. British Columbia furnishes the credit, but the debt is to be paid by the lumber exporters. It is assumed that the vessels can be paid for out of the profits earned in the carrying trade.

That is one way to obtain ships for carrying lumber. The scheme appears to be practicable. It is neither a subsidy nor does it mean state-owned ships, but only public credit extended at a time of need to stimulate business. Of course, if plans should miscarry, and the exporters should fail to redeem the bonds when they fall due, the state would be called upon to pay.

The vessels as planned will carry cargoes of two million feet of Pacific Coast softwoods, chiefly Douglas fir and Sitka spruce. It is believed that with the help of the ships thus to be provided, the lumber exports from British Columbia will rise from sixty million to two hundred million feet a year. If the latter figures are reached and maintained, there can be no question that the receipts from freight will easily pay the bonds as they fall due; and that can result even if the rates for carriage are much lower than at present.

A widespread tendency is visible in this movement. Interests which heretofore did not concern themselves with shipbuilding, are turning their thoughts in that direction. They recognize the fact that too few ships are in the commercial carrying business, and that unusual means must be taken to procure others. The outcome will probably be that large trading interests will build vessels to carry their own commodities to market. This may take the form of the British Columbia scheme where the state supplies the credit and the export interests pay the bills, or the export interests, when strong enough to do so, may supply both credit and money and build the vessels without seeking public aid in any way.

# Why Not Come Under the Wing of Established Rules?

T HE ACTION OF THE NATIONAL VENEER AND PANEL MANUFACTURERS' ASSOCIATION, in convention at Chicago last week, in appointing a special committee for the purpose of formulating specific uniform grading and inspection rules, will be greeted by a sigh of relief not only by manufacturers of thin lumber but by manufacturers of built-up stock who are the customers of thin lumber products. There is apparently ample grounds for connecting the manufacture of thin lumber with the manufacture of ordinary lines of solid stock, even though there are so many points in which the two industries are entirely different. However, even though the grading rules are essentially different in all particulars, it would seem that in order to give them the greatest initial effectiveness possible and the maximum of prestige it would be wise to come under the wing of one of the two organizations now operating under established rules for the inspection of solid stock. Would it not be the part of wisdom to merely amalgamate the thin lumber rules as they are finally decided upon with existing rules for thick stock, making the thin lumber specifications but another department of the present grading regulations?

#### Waste of Good Timber

E LSEWHERE IN THIS ISSUE is shown a photographic reproduction of the end of a gum log showing a typical gum figure, also a discusion on the subject of figured gum and a description of the waste of gum resulting from the lack of a very modest amount of knowledge necessary to properly select logs to be shipped for the production of figured gum lumber and veneers.

Without going into the details of the arguments set forth in the article, it is as plain as the dial on an openface watch that there is no sense in shipping ordinary logs that do not contain figure when it is specified that the stock will be manufactured into a figured product. While the waste from this misunderstanding is not enormous, it is of very considerable proportion, and in addition to effecting actual loss in outlay for logs it occasions dependent loss from the resulting disarrangement of the manufacturing plant expecting to use the logs shipped as raw material.

The suggestion urged in the communication contained in the article that there is only one way to tell whether a log contains figured wood, and that is to cut it down and look at the end, is certainly of enough moment to be given serious consideration by those producing saw-logs for the production of figured gum lum-

ber and veneers. It is apparently but in keeping with true conservatism to apply proper methods in the classification of gum logs and to disseminate information as widely as possible as to the true way of determining contents of the logs before shipment. At the same time the general adoption of a uniform policy in this direction would mean more money for log producers, as they would be able to classify their product, sending the figured stuff where it would be appreciated and used by those who make a specialty of handling this type of gum, and sending the plain stock to those who are not specializing in figured material.

#### Why Rob Peter to Pay Paul?

S EVERAL MONTHS AGO IT BECAME EVIDENT to the majority of lumbermen who ordinarily do a considerable amount of their sales work through stock lists, that it was hardly worth while to make the usual expenditure in this direction, and as a natural result the promiscuous and general issuance of stock lists ceased for the time being. It is hard to estimate the probable benefit to the trade at large resulting from the discontinuance of this practice and to determine just how far the advance in good business conditions has been hastened by the absence from the buyer's desk of a thousand and one offerings of stock, which probably multiply five or ten fold, in his mind, the amount of lumber in reality existent.

Unfortunately the return of better times has convinced most people who formerly discontinued this practice they can get some nice orders by resuming their past efforts, and there is today an increasing number of stock lists which are representative of the usual issuances of this description.

It would be unfair as well as futile to argue in a general way against publishing itemized statements of stock on hand, as a large proportion of the firms who make this a regular part of their sales work send out bona fide offerings that are sensible in the quantities shown and in the statements made regarding service. If business can be derived on legitimate offerings of hardwoods or any other lumber along the lines of regular stock list issuances, this business is certainly a legitimate part of what may be expected from any sales work. However, as in the past, there is a strong suspicion that a good many firms with desk room here or there in this or that large center are sending out flattering offerings of high-grade hardwoods (that is, flattering to them), and the continuance of this practice is going to be a retardant factor in future improvement in the hardwood situation.

In arguing against sending out stock lists, it is this class of lists at which the argument is directed, and it is obvious that the practice as carried on in this way is detrimental not only to the legitimate sellers of their own stock but to the buyers. In the first place the seller suffers because, while he is offering only what he actually owns and thus is helping to create an accurate impression of available stock, the man who lists 100,000 feet of this, 500,000 feet of that and 300,000 feet of the other of some-lody else's lumber which he has never seen and could not have a penny's worth of interest in, is merely stirring up the old doubt in the buyers' mind as to just what the stock situation is, after all.

From the buyers' standpoint it is this very confusion which makes the method of promiscuous listings undesirable. He doesn't know just how he can figure, doesn't know whether he should buy or hold off, doesn't know whether prices are going to hold and firm up or whether they will break in the near future.

It is perfectly obvious there is no legitimate remedy for this situation, but speaking for the buyer it might be a good idea if when he receives a big bulky list of hardwoods he casually refer to his credit rating book and see just how much of the stock offered the firm whose name is on the list could actually buy, using the full amount of its capital stock. If the buyer would take the trouble to do this he would not only get better satisfaction because he would not be dealing with people who are not in position to stand behind the lumber shipped, but he would also be able to get a much more accurate idea of stock and prospective market conditions.



# Indiana's Wood Using Industries



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Seve teen states surpless Indicate and the obtaining of word for toxes provides. Every one to the light discovering materials Try to the section with a second portion forests of the United Street, 1 47 973,180 feet. The five leading states in the had the reserve to shade loves, hand the theory of the ham port (10) (re: Virginia, New York, Illinois, Massachusetts and Califorms. More than all of all the states and boxes of the whole country are made in these five states; California, the lowest of the five, is credited with 309,000,000 feet. Indiana rates rather low in comparison, its total being 85,653,410; but when compared with many other states, it rates high.

Twenty seven woods are utilized in the manufacture of boxes and crates in Indiana. There is abundant room for choice in selecting the woods for this industry, yet convenience is often a controlling factor in the decision, and price is always important. No other industry in the state buys its lumber at so low a price as the box maker. The average is \$16.39, and the average for no wood in the list exceeds \$22.20, while the cheapest is \$10. Boxes do not call for the highest grades, since cutting into the necessary small sizes allows trimming out the bad knots and shakes.

Boxes and crates are listed together. Statistics show totals only, not the quantity of each separately. The use of crates is rapidly increasing. Wrapping with straw and burlap to protect articles which are easily damaged is less common than formerly, and crating is substituted. Numerous kinds of commodities are thus packed for shipment. Even slabs of stone, and steel beams are sometimes so protected, and stoves and other articles of hardware are commonly shipped in crates. Wheels and other parts of wagons are not infrequently prepared in that way for shipment. Transportation companies insist more strongly than formerly that articles be securely packed in boxes or crates before being offered to public carriers. The manufacturers themselves have seen the wisdom of doing so. and they and the transportation companies have learned that cooperation pays better than litigation over claims for losses and damages. The requirements of the box and crate for various services are receiving much more thought than formerly. Strength is secured by reinforcing where once it was obtained by an extravagant use of material. A wire-bound veneer box may serve as well for some purposes as a box of inch lumber. Two thirds of the wood is saved, and though lumber has advanced in price, boxes of a given size and strength are, in many instances, cheaper than ever before.

Red gum is in more demand for boxes in Indiana than any other wood, though only one-twentieth of the demand is supplied by homegrown timber. Large quantities of rotary-cut gum veneer are worked into boxes. Shortleaf pine, which as previously explained, includes both botanical shortleaf and loblolly pine, imported into the state from the South, is used much in the same way and nearly in the same amount, and at a slightly lower cost. White pine from the Lake states is still a favorite material for boxes, and in prices it does not differ greatly from gum and shortleaf pine. Cottonwood, at nearly \$5 a thousand more, is reported in five-sixths the quantity of white pine. Beech, elm, birch, and oak are worked into boxes, but probably more of these woods are made into crates. They are strong and tough, just the qualities demanded of crate material.

Certain box woods are popular because they are of light color on which printing and steneiling may be easily seen. That is an important consideration with the manufacturers of certain kinds of boxes, who wish to have advertisements printed on them. The common woods in that class are all the pines, hemlock, cottonwood, yellow poplar, basswood, tupelo or cotton gum, maple, and buckeye. Some boxes produced are of rather high class, such, for instance, as lock cornered and dovetailed boxes. Shippers of valuable merchandise prefer that kind, though they cost more. Some of the woods going into them are cottonwood, white pine, yellow poplar, and basswood.

It is a water of some approach it Indicate does not furnish from its own forests and woodlots more of its box lumber. It imports nearly five feet for each foot cut at home, and meets the whole demand for only two woods, lackory and black ash, neither of which is of much importance in the box industry. Seven woods come wholly from outside the state, as shown in Table 37.

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Hill Standard Mfg. Co., Andersen.
Eckhart Carriage Co., Auburn.
Zimmerman Mfg. Co., Auburn.
American Furniture Co., Batesville.
Union Furniture Co., Batesville.
Indianapolis Basket Co., Blooming-

Indianapolis Basket Co., Bloomington.

King Piano Co., Bluffton.
Red Co., Mig Co., Bluffton.
Red Co., Mig Co., Bluffton.
Join W Tisber & Sons, Borden.
Wur, McKinley & Son, Borden.
Garman Mig, Co., Bristol.
Brookville Furniture Co., Brookville.
Butler Co., Butler.
Butler Basket Co., Butler.
Standard Mig, Co., Cambridge City.
Locker Bross, Claypool.
Harper Buggy Co., Columbia City.
L. A. Glanton, Columbus.
Orinoco Furniture Co., Columbus.
Reeves & Co., Columbus.
Connersville Buggy Co., Connersville.

& F. M. Roots Co., Conners-

Crawfordsville Wire Bound Box Co., Crawfordsville Wire Bound Box Co., Chaw ordsville, Letz Mig. Co., Crown Point, Daleshie Mig. Co., Duleville, Maring Hart & Co., Dunkirk, Chicago Telephone Supply Co., Elk-

Chicago Telephone Supply Co., Elkart.
Elk'art Carriage & Harness Mfg
Co., Elkhart.
Sidwny Mercantile Co., Elkhart.
Iliv.cod Lumber Co., Elwood.
Indiana Box Co., Elwood.
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Indiana Carriage Co., Evansville.
Beach & Fuller Co., Evansville.
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Hercules Buggy Co., Evansville.
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Eli D. Miller Furniture Co., Evansville.
Jillon Table Co., Evansville.

ville. Schelosky Table Co., Evansville. Specialty Furniture Co., Evansville. United States Furniture Co., Evans-

ville, J. H. Beckman, Ferdinand, Flord's Knobs Box & Lumber Co., Flord's Knobs.

S. F. Bowser & Co., Fort Wayne, Fort Wayne Electric Works, Fort Wayne.

Wayne, Horton Mfg. Co., Fort Wayne, Indiana Road Machine Co., Fort Wayne,

Indiana Road Machine Co., Fort Wayne, Packard Piano Co., Fort Wayne, Packard Piano Co., Fort Wayne, Van Arnam Mfg. Co., Fort Wayne, Thompson Bottle Co., Gas City, Parta Furniture Co., Goshen, Goshen Ruggy Top Co., Goshen, Goshen Novelty & Brush Co., Goshen, Goshen Novelty & Brush Co., Goshen, Goshen Sash & Door Co., Goshen, Star City Carriage Co., Huntingburg, Wm. Thies & Son, Huntingburg, Wm. Thies & Son, Huntingburg, Caswell-Runyan Co., Huntington, Actna Cabinet Co., Indianapolis, W. D. Allison Co., Indianapolis, Baliweg & Co., Indianapolis, Capitol Box Co., Indianapolis, Capitol Box Co., Indianapolis, Fred Dietz Co., Indianapolis, Fred Dietz Co., Indianapolis, Frirmount Glass Works, Indianapolis, Fairmount Glass Works, Indianapolis, Turney, Office & Bank Furn. Co. apolis, irnas Office & Bank Furn. Co.,

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Indianapolis Wire Bound Box Co.,
Indianapolis.
Kottkamp & Schmitt, Indianapolis.
Thomas Madden Son & Co., Indianapolis

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Nordyke & Marmon Co., Indianap-

Parry Mfg. Co., Indianapolis.
Piel Bros. Mfg. Co., Indianapolis.
Robbins & Co., Indianapolis.
Rockwood Mfg. Co., Indianapolis.
Sterling Wired Box Co., Indianapolis.

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McCray Reirigerator Co., Kendalville.
Specialty Case Co., Kendallville.
Central Closet Mfg. Co., Kokomo.
Haynes Automobile Co., Kokomo.
Lapel Bottle Co., Lapel.
Lettong, Moulding & Frame Co. I Indiana Moulding & Frame Co., La-porte.

Laborte Carriage Co., Laporte. George H. Bishop & Co., Lawrence-

James & Mayer Buggy Co., Law-renceburg. Ligonier Carriage Co., Ligonier. Mier Carriage & Buggy Co., Ligonier. Logansport Basket to., Logansport. Thomas Graham & Co., Madison. McKim-Cochran Furniture Co., Mad-ison.

McKim-Cochran Furniture Co., MadIson.
American Drill Co., Marion,
J. J. Bradner, Marion.
Butler Stool & Bench Co., Marion.
Dearborn Desk Mfg. Co., Marion.
Hoosier Stove Co., Marion.
McClure Mfg. Co., Marion.
Marion Handle & Mfg. Co., Marion.
National Sweeper Co., Marion.
Spencer Table Co., Marion.
Dodge Mfg. Co., Mishawaka.
Fall Creek Mfg. Co., Mooresville.
Keck-Gonnerman & Co., Mount Vernon. non.

Delaware Box & Lumber Co., Muncie. Durham Mfg. Co., Muncie. Glasscock Bros. Mfg. Co., Muncie. J. A. Meeks, Muncie. Coppes, Zook & Mutschler Co., Nappanee.
Geo. L. Lamb, Nappanee.
Nappanee Carriage Co., Nappanee.
New Albany Box & Basket Co., New Albany.
H. C. Gaeth, Noblesville.
W. Hare & Son, Noblesville.
J. G. Heylmann & Son, Noblesvills.
S. S. Cox Show Case Co., North Manchester.
North Vernon Box Co., North Vernon. non. non. Orleans Cabinet Co., Orleans. W. H. Williams & Son, Parker. O. L. Cauble, Pekin.

#### PLANING MILL PRODUCTS

The articles which are usually considered as belonging to the planing mill products industry are flooring, ceiling, siding, sheathing, molding, finish, etc. Another line is the product of factories that make doors, sash, blinds, stairwork, etc., which belong to a related industry. The broad line of distinction is that planing mill products, as the term is here used, include articles made for general markets and not for special customers. Flooring is produced without any regard to special jobs or orders. Regular patterns are followed. The same kind is shipped to Maine and to California. It is the same with siding and ceiling. A planing mill is often operated in connection with a large sawmill, and handles the lumber of that mill only. The two are sometimes under one roof and one ownership. The largest planing mills of that kind are in states which produce much lumber. Indiana is not in that class, consequently its "planing mill products" are small in comparison with those of some other states.

In a state without large sawmill operations, but with many small ones, the planing mill is usually a separate affair, not connected with or belonging to any sawmill. It buys lumber in the open market and manufactures it into commodities which have ready sale. Flooring, ceiling, and siding are staples and are needed everywhere, consequently most planing mills make them. When an order is received it is usually filled from stock on hand.

About one-fifth of the wood used in this industry in Indiana is home grown, the balance comes from outside regions. Softwoods contribute approximately 42 per cent of the total, hardwoods 58 per cent. 'In most cases, flooring is of hardwood or southern yellow pine, and siding of softwoods. Interior finish, as far as it belongs in this industry, is of both hard and softwoods. Molding in Indiana is made of mulberry, cherry and redwood, as well as of the more common woods like oak, red gum and pine. Beech is the cheapest wood listed, and mahogany the most expensive with cherry next. The three far western woods are white pine from Idaho, red cedar from Washington, and redwood from California. The comparatively small amount of eastern white pine used by this industry in Indiana is worthy of note. Not one-fourth as much is reported as of western red cedar, and only one-third as much as of redwood. White pine was once the most popular weatherboarding material in the state; now it is seldom seen there. Loblolly pine is used by this industry in Indiana, but does not show in the table, since it is listed together with shortleaf pine under the commercial name of shortleaf pine.

#### TABLE 38-PLANING MILL PRODUCTS

		Average		Grown in	Grown out
Quantity used	annually	cost	Total cost	Indiana	of Indiana
	Per	per	f. o. b.		
Kind of wood Feet, b. m.	cent	1,000 ft.	factory	Feet b. m.	Feet b. m.
Shortleaf pine14,710,597	20.09	\$27.97	\$ 411,514		14,710.597
Longleaf pine14,548,000	19.87	26.36	383.449		14,548,000
White oak13,952,369	19.06	46.06	642,703	6,234,369	7,718,000
Hemlock 7,419,018	10.13	19.98	148,250		7,419,018
Yellow poplar 6,298,648	8.60	38.57	242,929	2,793,648	3,505,000
Red oak 5,634,000	7.69	43.39	244,465	3,048,000	2,586,000
Cypress 4,614,000	6.30	38.72	178.640		4,614,000
Red gum 1,655,000	2.26	21.38	35.387	561,000	1,094,000
Birch 886,120	1.21	41.47	36,743	57,000	829,120
Sugar maple 781,442	1.07	32.86	25,680	335,442	446,000
Beech 768,429	1.05	16.82	12.923	768,429	
Basswood 311,000	.42	22.66	7,048	286,000	25,000
Silver maple 272,000	.37	33.55	9,125	122,000	150,000
West, red cedar, 240,000	.33	28.00	6,720		240,000
Black ash 175,500	.24	39.90	7,002	70,500	105,000
Redwood 172,000	.23	31.45	5,410		172,000
White elm 129,000	.18	20.08	2,590	129,000	222222
Mahogany 128,000	.17	146.13	18.705	1,1,1,1,1	128,000
Black walnut 87,000	.12	52.99	4,610	83,000	4,000
Cottonwood 82.000	.11	30.63	2,512	50,000	32,000
White ash 78,000	.11	45.57	3,555	28,000	50,000
Cotton gum 60,000	.08	19.17	1.150		60,000

White pine	55,000	.08	43.73	2,405		55,000
Chestnut	53,000	.07	36.23	1,920	3,000	50,000
Hickory	33,000	.05	40.30	1,330	23,000	10.000
Cherry	29,000	.04	69.48	2,015	19.000	10.000
West. White pine	20,000	.03	50,00	1,000		20,000
Sycamore	15,000	.02	28.40	426	14,000	1.000
Butternut	5,000	.01	40.00	200	5,000	
Mulberry	5,000	.01	30.00	150	5,000	
Total7	3.217.123	100.00	\$33.33	\$2,440,556	74 005 000	202 203 203
rotal	5,211,120	100.00	ಇತಿತಿ.ಎಫ	\$4,440,000	14,635,388	58.581.735

#### MANUFACTURERS OF PLANING MILL PRODUCTS

A. J. Cook, Akron. M. Atherton Sons, Anderson. Hazlewood Lumber & Mfg. Co., Anderson. A. Wasmuth & Sons Co., Andrews.
Angola Mfg. Co., Angola.
J. C. Wright & Sons, Aurora.
Behlmer Bros., Batesville.
Meyer Lumber Co., Batesville.
Nedderman Bros., Batesville.
J. S. Benham.
W. A. Fulwider Co., Bloomington.
S. O. Lanum, Bloomington.
S. O. Lanum, Bloomington.
C. P. White Lumber Co., Blomfton.
C. P. White Lumber Co., Boonville.
J. N. Halstead, Brazil.
Reed & Sons, Brazil.
C. E. Wilder & Co., Brazil.
F. M. Dudley, Brookville.
Butler Basket Co., Butler.
Cannelton Planing Mill Co., Cannelton. Wasmuth & Sons Co., Andrews.

ton.
James McConnell, Carlisle.
H. H. Henley, Carthage.
J. F. Tweedy, Carthage.
Junlap & Co., Columbus.
Hege & Co., Columbus.
George W. Robertson & Co., Columbus. Connersville Planing Mill, Conners-

ville. Thomas H. Stoop, Connersville Smith & Duckworth, Crawfordsville. George W. Stout, Crawfordsville. Milton Moore & Sons, Cromwell. Crothersville Lumber Co., Crothers-

ville.

Duncan Lumber Co., Cumberland.

A. F. Brown & Sons, Dale.
Weller Bros., Dale.
Home Lumber Co., Danville.
Peter Kirsch, Decatur.
Delphi Lumber Co., Delphi.
Rothrock Bros., Depauw.
Dubois Planing Mill Co., Dubois.
George Mever Co., Dubois.
Tessellated Flooring Co., Edinburg.
Carl Muehler. Edwards.
Elwood Lumber Co., Elwood.
Cottage Building Co., Evansville.
Evansville Planing Mill Co., Evansville.

Mechanics Planing Mill Co., Evansville. Theo. E. Rechtin, Evansville. Schultze, Waltman & Co., Evans-

Schultze, Waltman & Co., Evans ville.

Wolflin & Luhring, Evansville.

J. H. Beckman, Ferdinand.
Flora Saw Mill Co., Flora.
Fort Wayne Builders Supply Co.,
Fort Wayne Lumber Co., Fort
Wayne.
Henry Franke, Fort Wayne.
Gilmartin & Sons, Fort Wayne.
Hilker Bros., Fort Wayne.
Jacob Klett & Sons, Fort Wayne.
Rhinesmith & Simonson, Fort
Wayne.

Wayne.
Boren Lumber Co., Fountain City.
Evans & Callaway, Fowler.
Deming & Thompson Co., Frankfort.
Kramer Bros. Co., Frankfort.
Greer-Wilkinson Lumber Co., Frank-

Greer-Wilkinson Lumber Co., Franklin.
Custer Lumber Co., Gas City.
Goshen Planing Mill, Goshen.
A. J. Sanders & Son, Gosport.
Barnaby Lumber Co., Greencastle.
George W. Grubb, Greencastle.
Greensburg Planing Mill Co.,
Greensburg.
Pulse & Porter, Greensburg.
Wm. Waltz. Hagerstown.
Werking Bros., Hagerstown.
Werking & Kenzy, Hagerstown.
Hammond Lumber Co., Hammond.
Paxton Lumber Co., Hammond.
Mercer Lumber Co., Hartford City.
William Lumber Co., Hartford City.
George D. Seitz Lumber Co., Haubsstadt.

George D. Seitz Lumber Co., Haus-stadt. Wm. Scharbach, Sr., Hobart. E. Fred Beumer, Holland. Brendle & Mandel, Huntingburg. Phil. Partenheimer & Co., Hunting-Huntington Lumber Co., Hunting-

ton.
John Kenower & Sons, Huntington.
Burnet-Lewis Lumber Co., Indianapolis.
Capitol Lumber Co., Indianapolis.

Carter, Lee & Co., Indianapolis, Dynes Lumber Co., Indianapolis, Eaglesfield-Stewart Co., Indianapolis, Ludianapolis, Manufacturars, & Car.

olis.
Indianapolis Manufacturers & Carpenters Union, Indianapolis.
Interior Hardwood Co., Indianapolis.
Wm. F. Johnson Lumber Co., In-

Wm. F. Johnson Lumber Co., Andianapolis.
Jose-Kuhn Lumber Co., Indianapolis.
Wm. P. Jungclaus Co., Indianapolis.
Maas-Neimeyer Lumber Co., Indianapolis.

Maassemeets apolis.
pried Mueller, Indianapolis,
Nordyke & Marmon Co., Indianap

Nordyke & Marmon Co., Indianapolis.
J. A. Schumacher Co., Indianapolis.
J. A. M. Faris, Indian Springs.
Jamestown Lumber Co., Jamestown.
Jos. L. Eckstein, Jasper.
Schaaf & Schnaus, Jasper.
Cline Bros. Lumber Co., Kendall-

ville Adjustable Gate Co., Knightstown, Knightstown Lumber Co., Knightstown.

town. Armstrong Landon Co., Kokomo, Indiana Lumber Co., Kokomo. Moore & Danner, Kokomo. Pinnell-Kemper Lumber Co., Ko-

komo.
La Fayette Lumber & Mfg. Co., La Fayette. Henry Taylor Lumber Co., La Fay-

ette.
P. N. Stroup & Co., Lagrange
Magee & Collins, Lake.
Woodward Bros., Lapel.
Laporte Sash & Door Co., Laporte.
Planett Lumber & Mfg. Co., Laporte. porte.

Lawrenceburg Lumber Co., Lawrenceburg.
Pinnell-Coombs Lumber Co., Leb-

Pinnell-Coombs Lumber Co., Leb-anon.
Wilcox Bros. Co., Lebanon.
R. R. Smith Sons, Lewisville.
Banta & Bender Co., Ligonier.
M. F. Bligh Lumber Co., Logansport.
Parker & Johnston, Logansport.
Thompson Lumber Co., Logansport.
Philip Vorhees & Son, Logansport.
Carnahan Mfg. Co., Loogootee.
W. H. Miller & Sons, Madison.
Barley & Spencer Lumber Co., Marion.

W. H. Miller & Sons, Madison.
Barley & Spencer Lumber Co., Marion.
Marion Planing Mill Co., Marion.
May & Youse Lumber Co., Markle.
Markle Bros., Markleville.
Deming Lumber Co., Martinsville.
Hubbard Lumber Co., Martinsville.
Hubbard Lumber Co., Michigan City.
Colborn Lumber Co., Michigan City.
Henry Lumber Co., Michigan City.
Root Mfg. Co., Michigan City.
Calvin C. Method. Millersburg.
Lowe Bros. Lumber Co., Michesan City.
Calvin C. Method. Millersburg.
Lowe Bros. Lumber Co., Michesan City.
Mitchell Hardwood Lumber Co.,
Mitchell.
Mitchell, Morgantown.
F. P. Ice & Son, Mount Summit.
W. A. McGregor & Co., Mount Vernon.
Clinton Lumber Co., Mulberry.
Louis Bir. New Albany.
Wood Mosaic Co., New Albany.
Samuel Foust. Newcastle.
S. P. Jennings & Sons. Newcastle.
New Haven Lumber & Supply Co.,
New Market Lumber Co., Noblesville.
Finnell-Dulin Lumber Co., Noblesville.
J. H. Miller. North Vernon.
North Vernon Lumber Co., North
Vernon.
Oakland City Planing Mill, Oakland

Vernon.
Oakland City Planing Mill, Oakland

Oakland City Finding Sand City.
City.
Ockley Lumber Co., Oakland City.
G. Holtel & Co., Oldenburg.
Osgood Lumber Co., Osgood.
Taylor & Brown, Pendleton.
Booth Furniture Co., Peru.
Wilkinson & Pomeroy, Peru.
J. P. Lipps, Pierceton.
Ellis Bros., Plainfield.

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Robert Kry f & e., St. Henry
J. C. gerrer, Sylen.
F. A. S. C. Sylen.
Sylen. r.P. unitz Mile Co. Sylenur
Treys Carter Co. Sylenour
Sylen. v. Lander Co., Shelbyyalli
Weiver Lein or Co., Shelbyyalli
Weiver Lein or Co., Shelbyyalli
Henry Lykor Mig. Co., South Bend
Mckirkun & Jackson Co., South
Bend
Mckirkun & Jackson Co., South
Bend Bond South Bend National Lumber Co. South Bend New ity Planing Mill Co. South Bend Payton Lumber Co. South

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L. C. A. Sterry, L. Lerry Connection
C. A. Sterry, L. Lerry C. Lerry
John Markatra Utalen Vity
Large City B. dy Co. Utalen City
Large City B. dy Co. Palent City
Large T. Lynder, A. Comb. Co., Val.
Lecture Martin to Lore Heat Loster Luctor & Coal Co., Val-paratico Betray Bros., Vevay M. A. Roswerth, Vircennes Mellyaine Lumber Co., Vincennes Strapson Lumber Co., Vincennes, Vincennes Lumber Yard, Vincennes Vincennes Sush & Door Co., Vin Smith Hubbard Lumber Co., Wabash Yarrolle Lumber & Coal Co., Watash Watash Cline Lander Co., Warren Feterson Lamber Co., Warsaw Hugh McKerman, Washington I., Fischer Co., Whiting M. H. Wooley, Williamsburg

#### CAR CONSTITUTION

The building of cars and their repair are considered a single in dustry, and in some regions the quantity of wood demanded for repairs exceeds that used for new cars. Supplies for steam roads constitute most of the wood listed in this industry, including the whole country, but electric lines are important, and in some states suburban roads are close rivals of steam roads as users of wood in car building and repairing. Other kinds of cars are included in the industry, particularly such as are operated in and about mines and large manufacturing plants.

Indiana ranks fourth among the states in car building. The annual demand for wood for new cars and repairing old cars in several states is as follows in feet:

		4.45 0.00 0.000
Illinois		. 407,333,000
Pennsylvania		225,380,900
New York		77,201,900
Indiana .		59,098 816
Ohlo		56,200,885

The total in these states is 65 per cent of all the wood going to the car industry in the United States. It is believed that the use of wood for car building is not increasing. Steel is being used for both freight and passenger cars; but it is not possible to show by available statistics whether or not wood is declining in amount. The annual consumption, according to latest statistics, is 1,262,090,371 feet in the United States.

Table 39 shows the kinds, quantities and average prices in Indiana. The southern yellow pines-longleaf and shortleaf (botanical shortleaf and loblolly)-furnish considerable more than half, though twenty-three woods are listed. It should be noted that red oak is used more than white oak, and that Douglas fir from the Pacific coast furnishes 10 per cent of all the car lumber in the state. This fir is in demand as frame timber, and as such e-injectes directly with longleaf pine, and costs only \$2 more delivered at the car shops, thought the haul is 2,000 miles longer. It is used also as siding and roofing. The two southern yellow pines have the same uses, longleaf for timbers and the other for lining, sides, etc. White pine's chief place is found in freight car siding, but it is employed in other capacities where moderate strength will suffice. The other softwoods are Norway pine, hemlock, tamarack and spruce. They serve as siding, roofing, flooring, running boards and general repairs. They have little place in passenger car construction, or even in suburban cars.

The hardwoods have a wider range of uses and certain of them fill more exacting situations. Some of them serve both as frames and finish. The strength of the oaks gives them preference as frames. The wood of locomotive pilots is usually of oak and hickory. Yellow poplar is more of a finish wood, though it is occasionally made into siding for box cars. Its highest place is found in panels for passenger cars, including diners and sleepers. Its capacity for fine finish gives it special value. It is often stained to imitate mahogany,

cherry and other expensive establet woods. The large, clear trunk of vellow pepter supplies with stock for panels. Boar is two feet and even water may be had, not vencers eight feet well and thirty feet for glade sometimes, self-in-ear building. Mahogany is wholly a finish wood in car construct on and is in good taste wherever used. Both white and black ash are demanded in moderately large quantetes. It is excellent traine material, but is too expensive for that place unless some special reason exists for using it. The shops that build interurban cars are the principal markets for the ash listed in the accompanying table. Most of it is converted into interior finish, but it is also made into car doors. Maple is good frame material, and it is occasionally worked into finish. Cherry is wholly finish wood, and practically all of it on the list finds its way to Pullmans and diners. Butternut appears in quantity so small as to be almost negligible, but it costs more than any other American wood in this industry. It is occasionally a substitute for Circassian walnut.

The forests and woodlots of Indiana supply less than 8 per cent of the wood used by car builders in the state. Of the twenty-three species in the table, eleven come wholly from beyond the state's borders. On the other hand, five are furnished entirely by the state. They are sugar maple, cherry, white elm, hickory and butternut.

#### TABLE 29 CAR CONSTRUCTION

			Average		Grown in	Grown out
Quar	ntity used		CONT	Total cost	Indiana	of Indiana
		Per	Diet	f o b		
Kind of wood F	cet burn	948 + +	] this ft	factory	Feet b m	Feet b m.
Long caf pine 2	1.794,165	363 88	827 97	\$ 589.936		-21,794,165
Shortleaf pine 1	2 227,271	20.69	27.21	332,747		12,227,271
Releak	6,753 757	11.48	28.70	195 095	1,646,148	5,137,409
Douglas fir	6.026.500	10.20	29.05	175,088		6,026,500
White oak .	5.957,695	10.05	27.30	162 614	2,407,605	8,550,000
White pine	3 1004,529	63.4100	45 61	189 784	6.200	3,898,329
Yell ev poplar	680,864	1.15	53.91	36.704	95,614	585,254
Nor vay bine	623 000	1.05	28,62	17.530		628,000
Mahogany	541,049	111	159.98	56.557		541,049
White ash	359,750	6.1	44.43	15,985	55,750	804,000
Black ash	55,148	10	56 29	3,273	23 042	35, 106
H-mlock	46,000	819	21.00	*****		46,000
Sugar maple	28 261	0.5	40.34	1.140	25 261	
Tamarack .	23,000	04	25.00	575		28,000
Cherry	13,932	0.2	73 64	1.026	13,932	
Basswood	10.480	(11)	27 67	250	5,480	5,000
White elm	8,000	.01	33.75	270	8,000	
Hickory	4.697	,03	40.45	190	4,697	
Spruce	3.000	111	35.00	105		3,000
Birch	2,204	•	24.03	7.5		2,204
Black walnut	1,000		55.00	7.7		1,000
Cotton gum	1,000	•	40.00	841		1,000
Butternut	300	•	80.00	24	800	* * * * * *
Total	19 098 316	100.00	\$20.63	\$1,510,369	4,295,029	54,808,287

MANUFACTURERS OF CAR CONSTRUCTION

Union Traction Co. of Indiana, An

Evansville R. R. Co., Evansville Fort Wayne & Indiana R. R., Fort Wayne. American Car & Foundry Co., In

American Car & Foundry Co., Indianapolis, Indianapolis Traction & Terminal Co., Indianapolis, Interstate Car Co., Indianapolis, American Car & Foundry Co., Jeffer sonville, Indianapolis & Louisville Ry., La Favette

Fayette. Haskell & Barker Car Co., Michigan City.

Chicago, South Bend & Northern Indiana Ry. Co., South Bend, American Car & Foundry Co., Terre Houte

Houte,
Terre Haute, Indianapolis & Eastern Traction Co., Terre Haute,
Baltimore & Ohio R. R. Co., Baltimore, Md.
C., C., C. & St. L. Ry., Cincinnati,
Ohio.
Lake Shore & Michigan Southern
R. R., Collinwood, Ohio.
Erie R. R., New York, N. Y.
Fennsplyania R. R. Lines, Pitts-burgh, Pa

SASH, DOORS, BLINDS AND GENERAL MILLWORK

The industry which makes doors, blinds, sash and general millwork differs from that which produces planing mill products, as the two are here considered. There is some overlapping in the operations of these industries, but along the main lines of their activities they are fairly well separated. "Planing mill products" is the name applied to the output of a mill which operates planing machines and little else. The products are principally flooring, ceiling, siding and molding, all of stock patterns. The mill which produces doors, sash and numerous other articles in the same line is more of a factory. It planes, saws, cuts, fits and finishes the articles. It is prepared to make specials and extras, to fill individual orders, to depart from stock sizes and patterns in order to meet the demands of customers. The ordinary planing mill is often, if not usually, connected with a large sawmill which supplies it with rough lumber, but the mill which turns out doors and other articles in the list is not usually associated with sawmills but procures its rough stock in the general market, and in quantities and of kinds needed to fill orders in hand or in prospect. It operates woodworking machinery of various kinds, which enables it to do work which an ordinary

flooring, siding and ceiling mill is not in a position to undertake. A mill of this kind often turns out flooring and other stock articles in addition to its special lines.

Table 40 contains statistics of the industry which makes sash, doors, blinds and general millwork in Indiana. Thirty-four woods are listed, thirteen of them being softwoods which supply 52 per cent of the total, while 48 per cent is furnished by twenty-one hardwoods. Less than 8 per cent of the lumber going into this industry is grown in the state. Sixteen of the woods are wholly from without, though three of them, beech, birch and hemlock, are native trees. Six woods are supplied entirely by state forests. They are butternut, hackberry, black walnut, white elm, cherry and hickory.

Comparatively few doors are made to order. Such are usually expensive kinds which are required to meet particular requirements, or they are odd sizes not carried in stock. The ordinary door is of veneer exterior glued upon a core of some wood suitable for that purpose. Chestnut, yellow poplar and white pine are among the best core woods employed by door manufacturers. A warped door is a nuisance and in selecting material for cores, a wood is chosen which will hold its shape. Doors are held together by dowels, or wooden pegs, so inserted as not to be visible when the door is completed. Most of the hickory listed in the table was used in the form of dowels, and likewise some of the maple, beech, birch and ash. Dowels are used in joining much of the other woodwork represented in this industry, including sash and blinds, and in the larger posts and panels of stairwork and wainscoting.

General millwork is a broad term and covers a multitude of articles used by carpenters and builders as interior and exterior finish for houses. Stairwork is an important group. Some of the items, as newels, railing and spindles, are often made in standard sizes and patterns and are kept in stock; but frequently the work is special. Mantels are also often stock patterns but occasionally are constructed according to special design. Porch columns, railing, and balusters belong in this industry, also chairboards, pilasters, brackets, and ornaments of many kinds.

An extensive variety of woods is demanded, some for beauty and show, others for concealed work which none but the builder ever sees. The most expensive is prima vera, or white mahogany, followed by mahogany, black walnut, sugar pine, and cherry, in the order named. The important place in this industry filled by cypress should be noted. Seven woods are brought from the Pacific coast, their total annual amount falling only slightly below 4,000,000 feet or about 10 per cent of all the wood employed by this industry in the State. The Pacific coast woods are western yellow pine, western white pine, sugar pine, Douglas fir, Sitka spruce, redwood, and western red cedar. Western yellow pine, often sold as California white pine, is sometimes substituted for the eastern white pine, and in Indiana it averages about \$9 less in cost, and it is used in more than three times the amount of the eastern white pine. Loblolly pine, although not mentioned in the following table, is included under the commercial name-shortleaf pine.

TABLE 40-SASH, DOORS, BLINDS AND GENERAL MILLWORK

			Average		Grown in	Grown out
Qua	ntity used a			Total cost	Indiana	of Indiana
•	Ť	Per	per	f. o. b.		
Kind of wood I	Teet. b. m.	cent	1.000 ft.	factory	Feet b. m.	Feet b. m.
Shortleaf pine	7.344.700	18.44	\$27.91	\$ 204.967		7,344,700
Cypress		15.83	41.65	262,735		6,307,500
Chestnut		11.69	17.53	81,615	15,000	4.642,000
Yellow poplar		8.04	44.08	141,208	610,300	2,593,000
White oak		7.75	39.78	122,756	1,084,600	2,001,000
West, yel, pine		7.40	39,90	117,705		2,950,000
Longleaf pine		6.39	25,70	65,385		2.544,000
Red gum		5.90	23,56	55,418	9,000	2,343,000
Red nak	1.995.000	5.01	34.37	68,560	660,000	1,335,000
Beech		2.82	22.04	24,800		1,125,000
White pine	873,000	2.19	48.45	42,294	40,000	833,000
Sugar maple	759,000	1.91	35,39	26,858	22,000	737,000
Birch	570,000 -		36.41	20,753		570,000
West, white pine	554,133	1.39	48.64	26,955		554,133
Silver maple	369,000	.93	27.02	9,972	19,000	350,000
Sugar pine	200,000	.50	68.00	13,600		200,000
Basswood	168,000	.42	25,92	4.355	42,000	126,000
Douglas fir	166,000	.42	36.51	6,060		166,000
Hickory	150,000	.38	38.33	5,750	150,000	
Sitka spruce	100,000	.25	40.00	4,000		100,000
Mahogany	97,000	.24	112.71	10,933		97,000
White ash	95,000	.24	51.84	4,925	20,000	75,000
Cottonwood	38,000	.10	29.84	1,134	18,000	20,000
Cherry	26,000	.07	65.38	1,700	26,000	
Hemlock	20,000	.05	25.00	500		20,000
White elm	20,000	.05	30.00	600	20,000	444.111
Spruce	20,000	.05	40,00	800		20,000
Sycamore	17,000	.04	35 88	610	7,000	10,000
Black walnut	10,000	.02	77.50	775	10,000	

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V	Vest. red cedar.	5,000 5,000	.01	$\frac{47.00}{21.00}$	235 105		5,000 5,000
H	utternut rima vera	$\frac{2,700}{2,000}$	.01	$\frac{51.85}{150.00}$	$\frac{140}{300}$	2,700	2,000
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# Walnut Supply for the Future



The arrival are set to of Carassian widest in the United States has been arrived 1744.78 for to Most of this is converted into versor in the case of the arrived able showing in the furnition, the first had a been directed astronoctum astronomes. The supply comes almost wholly from old orchards in the northeastern part of Asiatic Turkey, and is generally understood to be quite limited. Supposing that four trees are required to make 1,000 feet, the total yearly demand is 7,000 trees.

At the present time there are 1,720,683 Circassian walnut trees growing in the United States—practically one tree for every foot of this wood now used yearly in the country. These are planted trees, and they commonly pass by the name English walnut, but they are the same spicies as the genuine Circassian which produces the wood of commerce (Juglaus regia). The trees are planted for their nuts, and with no present purpose of utilizing the trunks for lumber. The trees of Turkey which now furnish the Circassian wood were likewise planted for their nuts, and after bearing for a century or more, are ent and shapped to markets of the world.

The walnut trees of this species which are being planted in the United States may never possess great value as timber. That question must be determined by the future. The trunks may never develop the fine figures and colors so valued in the wood grown on its native soil. The trees have been growing in Europe during two thousand years, where they are known as English, French, Italian, and Austrian walnut, depending upon the country where they happen to grow. The wood of the European-grown walnut trees is valuable, but it has never quite come up to the native stock.

It remains to be seen whether it will do better in America. If climatic conditions count for anything, there should be regions of the United States where this walnut will produce wood equal to that on the mountains of Turkey. It has a wide range here, through planting. Thirty-five states now have Circassian walnut trees old enough to bear nuts. Some are in New England, some in Florida, and they are found westward to the Pacific ocean. It thus is shown that practically the whole area of the United States is suitable for growing Circassian walnut trees. There are 16,867 farms containing orchards of these trees in bearing, and many other orchards are not yet in bearing. California is far ahead of any other state. It has 853,237 bearing trees. Next after California in number is Texas which is followed by Oregon.

The nut crop is the main incentive to planting the Circassian walnut. Returns from these planted trees may be expected in a few years, while the cutting of the trunks for lumber will not materialize for a long time. Nevertheless, the time will come when old trees will no longer be profitable as nut bearers, and that will be the time when they will possess most value to the lumberman. California alone now annually produces more than 21,000,000 pounds of Circassian walnuts, called English walnuts, and some of the trees have been in bearing many years. Fifteen years ago the production exceeded 10,000,000 pounds.

The tree is hardy and it flourishes in almost any situation where conditions are not positively adverse. It has already escaped from cultivation, and though it cannot yet be classed as a forest tree, it may become one in course of time. It grows as rapidly as the black walnut. The young tree bears more resemblance to the smooth-bark hickories than to-black walnut. No trees in this country are yet old enough to show what the appearance of a veteran Americangrown Circassian walnut will be. There is no report of the wood of the home-grown trees in this country. There has not yet been time for the rich colorings which age only can produce.

The planting of black walnut trees falls somewhat below the Circassian. This number now growing in the United States, as shown by reports, totals 1,060,066 trees, and of this 786,210 are already in bearing, and the nut crop is worth \$244,479. It should be borne in mind that these black walnuts have been planted for their nuts and are listed as agricultural crops. Walnut trees in woodlots are not included, and they would doubless add large numbers to the figure given above. The black walnut in the open, as an orchard tree, has a short trunk; yet it will ultimately produce one or more short logs which should furnish choice wood after age has perfected the figure and the coloring.

Planted black walnut orchards flourish in all parts of the United States. They are reported in every state except Utah, and are found on 54,837 farms. Iowa leads all other states in black walnut orchards, and is followed in the order named by Kansas, Missouri, Nebraska, and Pennsylvania. Numbers of such orchards are found in states west of the Rocky mountains, wholly outside the natural range of this tree. The annual production of black walnuts from planted trees is given at 15,628,776 pounds, about three-fourths of the quantity credited to Circassian or English walnut.

#### Walnut Prices Normal

Some of the leading walnut lumbermen are calling attention to the fact that consumers who have the impression that the use of walnut for war purposes has necessarily forced up the price of walnut lumber are mistaken in this view, and that as a matter of fact practically all items on the list are selling at normal prices.

"The supply of walnut lumber on hand is probably as large as at any time in recent years," said one authority, "and owing to the fact that the demand for walnut timber for use in making gunstocks has brought an immense amount of raw material on the market—much of which has not been used for any special work, but simply to make walnut lumber—the supply, comparatively speaking, has been well maintained. There is no shortage of lumber, and consequently no abnormal increase in prices, and any consumer can purchase lumber at a satisfactory figure."

The American Walnut Association, composed of the leading producers of walnut lumber and veneers, has been advised that the number and scope of walnut furniture displays at the shows next month will show a good increase over last July. Retail furniture dealers are taking hold of the situation with enthusiasm, and a window display contest, in which \$100 in prizes has just been awarded, attracted entries from all over the country.

#### Pennsylvania Industrial Statistics

The recently issued annual report of Pennsylvania's Secretary of Internal Affairs gives the following statistics concerning employment in that state:

Foresters, all men, 137.

Lumbermen, raftsmen, and woodchoppers, male, 8,236; female, 3. (The report fails to show whether these three representatives of the "deadlier" of the species are lumberwomen, raftswomen or woodchopperesses.)

Owners and managers of log and timber camps, all men, 658.

Cabinet makers, all men, 3,165.

Laborers, lumber and furniture industries, male, 10,328; female, 151. Sawyers, all men, 2,741.

Semi-skilled operatives not otherwise specified, lumber and furniture industries, male, 8,641; female, 1,463.

Upholsterers, male, 2,234; female, 210.



B. W. LORD, DANVILLE, KY.,
DIRECTOR AND RETIRING PRESIDENT.



D. E. KLINE, LOUISVILLE, CHARMAN SPECIAL TRAFFIC COMMITTEE.



G. O. WORLAND, EVANSVILLE, CHAIRMAN INSPECTION RULES COM.

# 🖹 To Standardize Thin Lumber Grades 🎇



The annual meeting of the National Vencer and Panel Manufacturers' Association took place at the Auditorium hotel, Chicago, on Tuesday, December 14.

In his introductory remarks President B. W. Lord emphasized the special necessity for the use of good judgment in selecting logs and especially urged the exercise of the greatest care in manufacture, as the industry has passed through a trying period in the last few months and is now beginning to recuperate. It should be given every aid in this direction. Mr. Lord said: "If we would take advantage of what we have been through we would have our business on the lowest economic basis and the highest point of efficiency. It looks as though we are standing on the threshold of an opportunity we have never had before. Almost all of the users of our products have cut their stocks down to such an extent they will have to order considerable quantities of our product, so that the demand is apt to be greater than we can take care of. We should therefore look forward to an unprecedented business."

#### The Treasurer's Report

The report of Treasurer E. H. Defebaugh showed the finances to be in good condition. Mr. Defebaugh spoke on the general question of association support, maintaining that the association idea will mean a lot toward general establishment of economic manufacture and high-class production, also in the direction of greater realization on sales. He urged the members to consider the cost of delivering their products before making long-term contracts on account of the uncertainty as to future developments in the threatened reclassification of forest products, which if put through as suggested would be particularly serious for thin lumber manufacturers.

#### Uniform Grading Committee Appointed

President Lord introduced Frank F. Fish, secretary of the National Hardwood Lumber Association, preceding the direct introduction with a discussion of what this question means to thin lumber producers. Mr. Lord said that while uniform grading and inspection is very important to the industry, it has been very difficult in the past to establish such uniformity even though buyers would much prefer to have rules of a definite character on which they could purchase their stock.

In commenting on this point and its bearing on his association, Mr. Fish said:

My knowledge of the grading rules is purely theoretical, but I will tell

you what the hardwood lumbermen have been able to accomplish by reason of their getting together in this organization and co-operating. A majority of you are probably aware of the fact that prior to the organization of the National Hardwood Lumber Association there was no uniform standard for the measurement and grading of hardwood lumber. Every manufacturer had his own idea of the matter.

A little more than eighteen years ago about twenty of the hardwood lumbermen decided to hold a meeting and organize. The original by-laws stated that the object was to establish uniform rules for the measurement and grading of hardwoods. Those rules were adopted, printed and distributed and met with a great deal of opposition.

The dealers in some of the larger wholesale markets were unable to rise above their own viewpoint. Some customers required greater widths or lengths than the National association had decided upon and the rules of the organization were fought. The work, however, progressed and a few inspectors were appointed in the chief producing centers.

The progress of the work was such that the directors, after about five years, were confronted with the fact that a uniform inspection rule without application of that rule was of very doubtful value. There was a difference of opinion as regards the rules, and the matter of appointing inspectors to apply the rules in a uniform manner. The work was therefore undertaken in a gradual way. Twelve years ago we had eight inspectors; there are seventy-two inspectors in the country today under bond to issue the National certificate.

bond to issue the National certificate.
Inspection rules are a compromise pure and simple. We have to concede something to get anything. Today the National Implement and Vehicle Manufacturers' Association, which embraces practically all the large producers in that line, has officially adopted and endorsed the rules of the National Hardwood Lumber Association. I can cite a number of instances emphasizing the absolute importance of a uniform standard in the grading of this product. In all markets in the hardwood business there have been a few concerns whose avarice has warped their judgment.

In going along with this work from time to time it has been necessary to alter or amend these grades, owing to changes in the business. Something like two years ago the furniture trades held a convention in Chicago and formed an amalgamation and organized what is now known as the Federation of Furniture and Fixture Manufacturers, with an annual output of over one billion dollars. We had a little trouble with this federation at first on account of the grades, as they did not want to accept our rules, but by co-operative teamwork we finally induced them to adopt the grades.

President Lord expressed himself as being particularly pleased with Mr. Fish's statement that the National Hardwood Lumber Association would be glad to help the members of the thin lumber organization, and said that this offer should be taken advantage of. After considerable discussion, in which the only dissenting views had to do with the possibility of adopting present rules, it was decided on motion that a special committee be appointed to work out a plan for a uniform basis of grades and inspection along the

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#### AFTERNOON SESSION

According to the state of the s the control of the control of the second the men. the second of the second Research Should Be  $\Delta t = \Delta t$  , where the state of the state probability is a second to the probability of the state of the st lems confronting than lumber manufacturers, but gave an interand ground the general comments and there are trouting III more Contract to a state of the

#### Special Traffic Committee's Report

D. E. Kline was at the last special meeting appointed chairman of the special traff commuttee, charge twith the task of answering the questions propounded by the Interstate Commerce Commission on the general reclassification of forest products. His preliminary talk was a review of the whole subject and of the questions and resource processors and filed with the answers of twenty four other associations. Mr. Kline pointed out that the answer to one of the questions gives the definition of three classifications of products as conceived by manufacturers of thin lumber. These classifications are rough logs and flitches, lumber rough and sawed and, third, further fabricated products, such as compound wood, etc. The answer to another question contended that thin lumber is entitled to lumber rates just as much as any thickness of more imposing stock even up to 4", and that there is no basis for classiheatiers except spon the degree of tabrication of raw material. The association answered in the negative to the commission's question as to the advisability of maintaining lower rates on lowgrades. This same question was applied to "woods of value" and the committee answered that this term is a misnomer varying widely in application with conditions and was arbitrarily adopted by the carriers for the purpose of putting into effect higher rates.

There followed a discussion of the proper financing of the work met after considerable talk, in which J. H. Townshend, manager of the Southern Hardwood Traffic Association, and A. E. Solie of Wausau, Wis., manager of the Central Wisconsin Traffic Bureau. gave their views, the matter was left as before in the hands of the special committee, which had not pushed the question of finances because of the absence heretofore of an urgent necessity for funds. However, each member was urged to do his part, and the general opinion was that the committee would have no difficulty in raising the necessary money. It was brought out in Mr. Kline's report that it is the desire of the committee to obtain the regular lumber rates on thin lumber and to establish a proper conception in the minds of the railroads and Interstate Commerce Commission of the unfairness of considering that thin lumber can afford to pay a higher rate than thick lumber, and also the general injustice of the misapplication of the word "veneer" as it has been accepted as applying to thin lumber.

Mr. Townsend and Mr. Lolie in their talks described the work that has been done, showing that those in charge of collecting the evidence have accomplished a great deal. Their presentation of the case will be accompanied by exhibitions of photographs, charts and concrete evidence of the unjust burden that is now being carried by manufacturers of thin lumber.

#### Twenty New Members Elected

There then followed the report of the membership committee. composed of H. P. Sale, chairman, J. D. Staples and J. T. Horne. The following applications were acted upon favorably:

8 H 8 % Cours, ny, Indianapolis, Ind.; Simends Manufacturing Company, Chicago, Ill.; Cleveland Knife & Forge Company, Cleveland, Ohio; Furniture Manufacturer and Artisan, Grand Rapids, Mich.; Merritt Manufacturing Company, Lockport, N. Y.; Philadelphia Textile Machinery Company, Philadelphia, Pa.; Delaney & Co., Philadelphia, Pa.; Henry Disston & Sons, Philadelphia, Pa.; Hardwood Mills Lumber Company,

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The later as a second region to mass vis on the question of a concern a compute to the National Charles of Commerce meeting, which will be held in Washington in January. This matter was lett over until the evening sesson.

The contention then advocated antil dinner, which was served in the ballroom, in which the meeting took place.

#### Election of Officers

The dinner was followed by the election of officers for 1916, who are:

Plancing S. J. I. Lidwards, Modford, Wis-

The r V c) Ph. 11 (v) V A. L. Gorbans, Mt. Pleasant, Mich.

SECOND VICE PRESIDENT, J. D. Maris, Indianapolis, Ind.

THIME ADDITIONS OF J. T. HORM, Tuscaloosa, Ala, Theorems J. L. H. Debbergel, Chenge, 411

Stead (v.v.), Howard S. Young, Indianapolis, Ind.

B. W. Lord, Dansite, Ky., S. B. Anderson, Memphis, 1911, 3 1 1 1 11 11 1 Tenn., H. E. Kline, Louisville, Ky.

B. W. Lord was chosen as national counselor and delegate to the Chamber of Commerce of the United States. It was decided to hold the semi-annual meeting of the association in Indianapolis, Ind.

#### Car Activity Shows Prosperity

Reports issued by the Illinois Central covering its business on its southern lines during the first week in December showed that there were 467 more cars of lumber handled during that period than for the same week last year and that there was also an increase of 429 in the number of cars of logs handled. It has been known for some time that the Illinois Central and other lines in the South were handling a great deal more lumber, as well as more timber, but this report from the traffic department is the first concrete evidence of the extent of this gain.

#### Lumbermen Present Arguments

On December 15 the Federal Trade Commission met lumbermen at Washington and listened to arguments presented by Joseph N. Teal of Portland, Ore., and L. C. Boyle of Kansas City, on behalf of the lumber interests. Men prominent in the lumber business were present from all sections of the country, and a number of congressmen from lumber states were in attendance.

The commission has finished its field study of forest products and has investigated the numerous problems which are associated with the lumber lusiness. Meetings were held in different parts of the country and local questions were considered in their bearing upon the problem as a whole. The meeting in the nation's capital was intended as a conclusion and summary. The commission was prepared to listen to the final arguments put forward by the lumber interests through the attorneys in whose hands the work had been placed.

The exact field to be included in the commission's investigation regarding lumber, and the precise powers possessed by the commission, were never very clearly defined. Lumbermen had clear-cut ideas as to what they wanted, but it was somewhat uncertain how far the commission had authority to go. That being the situation when the final meeting assembled in Washington, it was left for the lumbermen's attorneys, Mr. Teal and Mr. Boyle, to announce what was wanted and to present argument to prove that the requests should be granted.

Both attorneys spoke at length, reviewing the investigations and specifically pointing out measures which ought to be taken for relief of the lumber industry. Combinations of some kind to promote export trade, and more ships to carry lumber, were among the measures which, in the opinion of the speakers, could be turned to the advantage of the lumber business. The possibility of a combine among sawmills in the form of a trust was denied, and the ever-present waste problems came in for their perennial airings.



# Christmas at Camp Seldomseen



BY HU MAXWELL

The lumber camp at Seldomseen among the spurs of the Allegheav mountains in West Virginia was opened back in the eighties and was manned by Pennsylvanians who went down there from the Susque hanna river. The name of the camp suggested its remoteness; for it was seldom that any outside person went in there until the Pennsylvanians.

sylvania company established the camp and began cutting yellow poplar. to that time not even a wagon road had been built. The few mountaineers who lived in that remote locality made a precarious living by hunting, digging ginseng, and raising a patch of corn and tobacco. They used a trail for traveling in and out, and the largest cargoes that ever went over the route were strapped on the hurricane decks of packhorses.

The coming of the Pennsylvanians into that little-known wilderness was a great event. It was the first sign of development ever recorded there; and when they constructed a wagon road to facilitate the delivery of supplies, the event was an epoch in the annals of Seldomseen. The arrival of the first wagon brought all the settlers together, but the report that they followed the wagon five miles to see "the big hind wheels overtake the little fore wheels," was only an idle joke sprung by one of the Pennsylvanians at the expense of the unsophistisated mountaineers.

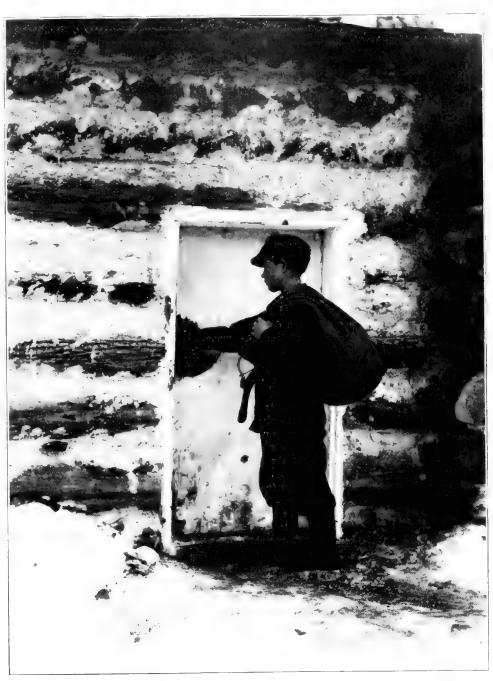
As Christmas drew

gloves or in an ordinary scrap with bare knuckles. Duck Luzeer was not so well known in the camp, being a later comer there, but he was reputed to hold all records for which he had contested in or out of the ring. His size and build were about the same as Huddleson's, and all looked forward to a battle royal on Christmas day. A few

months before that the two men had tied in a peeling contest. Each rossed exactly forty yellow poplar trunks between sunrise and sunset. Both were eager to settle the championship by a finish fight in the ring.

The camp raised a fund to finance the affair. The chief expenditure was to go for three dozen boxes of beer, which was not to be touched till the fight was over, so that all could begin at the same time and share alike.

A day or two later the mail pouch came in by private carrier over the trail from Red Creek postoffice. It was never a fat pouch, for the loggers at Seldomseen did not send or receive much mail. To be exact, the mail bag that particular day had only a small bundle of papers and one solitary letter. The letter was for Bank Huddleson. Nobody noticed him as he read it, but it was observed later that he was taking little part in the camp conversation. they commenced to badger him goodnaturedly to draw him out. Finally he stood up where he had been sitting



ARRIVAL AT CAMP SELDOMSEEN OF THE SPECIAL MAIL BAG FROM THE RED CREEK POST OFFICE.

near the log cutters began to cast about for some befitting celebration. They wished to do something which would not only bring amusement to themselves but would astonish the mountaineers. They finally fixed on a prize fight as the proper thing. They were fortunate in having two genuine ring artists in the crew of log cutters. Bank Huddleson, six feet two, and turning the scales at two hundred and eight, had never been knocked down, either in the ring with

lack of the table, took the letter from his jumper pocket, saying: "Boys, I will read you a letter: it is short," and as the noise subsided and all became quiet, he read:

"My Dear Boy: I am very sorry to hear that you cannot come home for Christmas, but I shall enjoy you that day, for I shall be with you in spirit, as I always am. I know you will do something to bring happiness to others, as you always try to do. Probably

If the errorton to comes to you f know you will not let it pass, for

The leggers heard in silence, and the silence was not broken until

The state of the

appointed a committee of one, consisting of Bank Huddleson, put the money in his hands, told him to go ahead, and the prize fight was called off without a dissenting vote.

them a school during three months in winter. The schoolhouse was the school during three months in winter. The schoolhouse was the school during three months in winter. The schoolhouse was the school during three months in winter. The school during three which was a test of a specific that he sheds in which the rural farmers of Pennsylvania stable their cows in winter. The only redeeming thing was the teacher, a young lady imbued with the missionary spirit and who faced the hardships of that hope for saken place from a sense of duty more than for the pushless school of twitting dellars a month, which the tristees grudgingly paid. She was the only real light that had ever came into the lives of the people. Somebody told the trustees that a home missionary society in Pittsburgh was paying her something in addition to her salary, and they decided to cut her pay to fifteen dollars a month; but when they found that the rumor was without foundation they let the twenty-five dollars stand.

Bank Huddleson went down to see the teacher and talk the Christmas tree over with her. She was considerably surprised at the visit from the prize fighter whose fame had gone throughout the Seldomseen settlement; but when he mentioned his plans she entered into his scheme with a world of enthusiasm. They made lists of all the children, and decided on the presents most suitable for every one. The old folks in every cabin were to be remembered with some small gitt. A few kerosene lamps were to be mustered to light the old ramshackle schoolhouse for the occasion.

Ten days later Huddleson left with the company's wagen for town, twenty miles distant, to buy the things, and Duck Luzeer, who had laid hold of the Christmas undertaking with as much vim as he would lay hold of a handspike to break a log jam, went with him to help. The appropriation came out exactly even. When the last present on the list was paid for, the last of the money was gone.

"It was lucky that the money held out," Huddleson remarked proudly to Luzeer as they loaded the things in the wagon, filling it full to the top of the tent. "Right you are," replied Luzeer no less proudly.

At that moment Huddleson seemed to think of something. He walked slowly back to the store, leaving Luzeer to hold the horses. The long list of presents contained nothing for the teacher. Huddleson had overlooked that but fortunately thought of it at the last moment, and he went back to the store evidenly puzzled as to what would be the proper thing to buy for a young lady. The clerk helped him out with a running fire of suggestions. A pair of mink fur mittens were beautiful. Huddleson looked at them a second time. They would be serviceable as well as elegant in that snowy wilderness of Seldomseen—but the price was six dollars. It was more than he had thought of paying for a present; but he picked them up the third time. Six dollars was the price he had expected to pay for the boxing gloves with which he had calculated to knock Luzeer over the ropes.

"It Luzeer is worth six dollars, the teacher is worth it," mum-

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It is the first the content when the ager with its top heavy freight went lumbering along the siding road at the foot of the second of the second of Comp. School, con. There was second in the second of the feet the top town, somshed a vheel, upset, and scattered the load all the way to the bottom of the raying.

"Better go the rest of the way to hell while you are about it," roared Lazeer, addressing the wagon and the tumbling cargo.

"You are excusable, Duck," Huddleson replied, "but suppose we postpone the cussing until we get the things out, and then I will help you do a good job of it."

They worked by lantern late that night and salvaged the wreck, Except the wagon wheel, nothing was broken, not even the horses' necks. Snow fell like thunder and blatzen all night and in the morning it was almost two feet deep. They intended to make the horses carry the things up the mountain to the camp; but the draft animals were not trained to pack, and they kicked and bit until the plan lead to be given up.

"Confound your recking hides," Huddleson exclaimed as he turned the horses' heads up the road toward the camp, "if you won't pack, you can break trail," and giving them a few swipes with a hickory, they struck for home, opening a path through the snow.

The prize fighters trussed up the Christmas presents in bales and took them on their own backs. On top of the other bundles were strapped nine boys' sleds. These did not add greatly to the weight, but enormously to the bulk; and as the men moved away with their loads, they looked like burdened dromedaries of the Sahara desert, or probably like genuine Santa Clauses of real flesh and blood. The seven miles up the mountain as they plowed through the snow was a long, hard, fatiguing pull, despite the trail broken by the homing horses; but the men finally made it with the entire Christmas outfit on their backs, and without the loss of the smallest article.

The mountaineers were not slow in catching the yule spirit, and they joined eagerly so far as they knew how. One old patriarch, Duce Flanagan, however, was skeptical. He shied at innovations and was suspicious of Pennsylvanians. He had been in the Confederate army in his younger days, and he had not yet fully realized that the war was over. It was in the army he had acquired his dislike for the Pennsylvania troops. "They were the nastiest fighters in the Yankee army," he was accustomed to say, "and I hoped when the war was ended that I was rid of them, but here they are again."

The old man advised against taking part in the Christmas festivities. He feared a trick somewhere, but he was in a hopeless minority in his opposition, and when the people assembled at the schoolhouse Christmas night, he came along also, but still shaking his head and muttering "Dod gast the Pennsylvanians."

A fine young stackpole fir that grew in a mountain glade where winds had toughened it and sunshine had made it limby, was set up in the schoolhouse, where it was loaded with as much as it would hold, and the presents left over, including the sleds, were piled at one side in full view. The cagerness and the nervous expectancy exhibited by the mountaineers, old and young, while the gifts were being distributed, were almost pathetic.

The distribution of the gifts was managed by the teacher and the two prize fighters. The list was che ked as names were called, to make sure that nobody was missed. The Pennsylvanians were the only ones who got nothing, but they understood it. It was their treat and they enjoyed it possibly more than those who received the presents. Every boy who was big enough to haul a sled got one, factory-built, and as brilliant as red lead could make it. They had never seen or heard of a real sled before, their whole experience going no farther than a rude contrivance of hoop pole frames and dogwood runners. Every girl was remembered with a gift dear to her heart and more to her liking than if she had been privileged to name what she wanted. Every baby was the recipient of a whistle or a rattle. The old people came in, every one of them,

for something, and even old grouchy Duce Flanagan was not overlooked, and it took the seventy-year-old grouch out of him in five minutes. His gift was a porcelain pipe with a running hound carved on the stem. Poor old man. For fifty years he had smoked homemade sheep-laurel pipes with plain sarsaparilla vine for stems. His emotions almost overcame him as he slowly rose to his feet and with broken voice addressed the meeting:

"I want to take it all back. I have said many hard things about the Pennsylvanians, but I don't want anybody to believe a word of it. I was mistaken. I met them on a good many battlefields of the war, and I want to say that they stood up and fought us like men, and I want to say here and now that they are men from head to heel. Friends and neighbors, I will ask you to join me in three cheers for the Pennsylvanians."

The cheers were a fitting close for the Seldomseen Christmas celebration. That was a good many years ago, and the narrative might stop there, but the story went a little farther. Bank Huddleson, the prize fighter, never entered the ring again. He developed, grew into larger things, became a power in business and a leader of men. His palatial home is a landmark in the region where he built it. It is surrounded by luxury and abounds in hospitality, and it is presided over by as queenly a woman as ever helped shape the destinies of a strong man. She had been the teacher of the little forelorn school at Seldomseen.



# The Lumberman's Round Table



#### One Outlet for Sawdust

In a good many sections, where the number of ice factories is not great, the ice manufacturers supply quite a large territory, shipping their product in as small lots as single cakes weighing 100 pounds. In order to prevent excessive loss through melting in the express car, this ice is sacked, and some sort of insulating material is placed around the ice to protect it from the atmosphere.

Sawdust has been found to be one of the best insulators that could be provided for this purpose, and now and then a millman has been able to get a regular outlet for dust during the summer months by supplying some nearby ice factory. In most cases, of course, a charge which barely covers handling costs must be made, but this is better than burning it in the open, or even in regular equipment provided for this purpose.

An interesting side-light on this proposition was furnished by a southern manufacturer, whose surplus of sawdust, as well as wood, was giving him a good deal of worry. He finally got in touch with an ice concern a short distance away and arranged to supply it with dust for packing purposes at handling cost. This would make the net gross cost to the user this amount plus the freight charges. The lumberman was astonished to learn, however, that freight amounted to such an excessive figure that the ice factory could not handle the material, even on the favorable basis arranged. The rate charged was just double the lumber rate, the billing clerk of the railroad, not finding a specific rate on sawdust, applying the nearest commodity rate that he could locate.

This led to the arrangement being dropped, though it would doubtless have been possible, by taking the matter up with the railroad, to have had a reasonable rate issued and reparation given on the overcharge.

In the days that are to be sawmill men will doubtless solve their sawdust and waste problem by the more satisfactory—and profitable—method of by-products manufacture. Until then the situation is bound to be displeasing to the lumberman who looks at his proposition from an economic standpoint.

#### His Majesty, the Buyer

A good many lumber salesmen are fond of telling about the "'tough customers' they run into in the form of buyers, who take their time about admitting them to the sanctum and who seem to delight in reducing the earning capacity of their callers by making them warm chairs in the outside office as long as possible.

Doubtless there are a lot of these picayunish people who, in order to seem busier than they are, "stall" awhile before granting an interview to the man who has lumber or anything else to sell. But did you ever consider the question from the standpoint of the busy factory man, who has a thousand things to think of and to attend to, and who can not in every case spare the time to chat with a lumber salesman, no matter how genial the latter may be?

Of course, in view of the fact that buying lumber for a factory is an important part of any consumer's work, it stands to reason that it is good business for him, as well as the salesman, to give the latter a chance to present his proposition. But there are times when the buyer has all the stock he needs and when he is not interested in quotations. In that event, while he may grant the courtesy of an interview, he is not anxious to make it any longer than necessary, nor, on the other hand, to rush the salesman into his private office ahead of his regular turn.

Looking at it from this angle and realizing that the salesman who gets the ear of the buyer is receiving something of value in the form of his time, whether he buys or not, it follows that the lumber representative who wants to make good in every way must be prepared to render service. In other words, he ought to expect to pay for what he is getting in the form of ideas. If he can't sell lumber, he can at least make himself persona grata by passing out a timely hint or two; and the salesman who regularly demonstrates his ability to make suggestions of value will usually find the "Wedcome" door-mat ready for him the next time he calls.

#### Incomplete Sprinkler Protection

A big woodworking factory in the Middle West, which was protected with sprinkler equipment in the main building but not in an addition, was recently burned with heavy loss. The fire started in the addition and by the time it reached the main plant it had gained such headway that the automatic sprinklers were useless against it. Most of the sprinkler heads were set off, but the volume of water poured on the fire was not adequate at that stage of the game to prevent the destruction of the plant.

This is something that sawmill and factory men, who may have their plants equipped with automatic sprinklers and who may be enjoying a low insurance rate on that account, ought nevertheless to think about. Is every building which involves an exposure of the main plant similarly equipped? Is the first hazard reduced in the warehouse, say, as it is in the factory?

Of course most insurance inspection bureaus will not grant a minimum rate for a sprinklered risk unless all exposures are protected also. But the competition for preferred business of this type—and incidentally it may be suggested to the manufacturer who has sprinkler equipment that he can usually beat the published rate by giving competing companies a chance to quote through their improved risk departments—is such that a low rate is often given for the plant which carries this kind of equipment, regardless of the fact that an adjoining or exposing building, from which fire may easily spread, is not protected by sprinklers.

The lumberman or consumer is not primarily interested in fire insurance rates, though he may think he is. What he really wants to do is to prevent a fire, and secondarily to get his protection at as low a cost as possible. Hence he should not lean back comfortably and dismiss all thoughts of a possible disastrous blaze merely because he has sprinklers in his main plant. The thing to do is to see that a blaze anywhere will be put out before it can get really started.



# Traffic Questions Answered

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To rection of two resected through the National Lamber Mannfacturers' Association which, by its transportation committee, consisting of R. H. Downman and R. S. Kellogg, speaks for all. The different lumber associations have filed separate answers also, each association setting forth its individual views. The whole set of questions and answers has been published in a report of 121 pages. In the space which Hardwood Record is able to give to the report it is not practicable to give the replies of the individual associations; but the questions with the answers by the National Lumber Manufacturers' Association are given below:

QUISTIES 1. What is the relationship of commodity rates on wood articles or lumber products to the rates on lumber in the various classification exceptions and an earriers' individual and agency tariffs?

ANSWER. There appears to be no uniform relationship of commodity rates on wood articles and lumber products to the rates on lumber in the various classification exceptions, and in carriers' individual and agency tariffs. Just what the relationship is can only be shown by comparative statements indicating the lumber lists of various tariffs and exceptions, which statements should be furnished by carriers.

(a) Show the variance in the lumber lists of the various classification exceptions and give reasons for such variance.

Asswer. No attempt has been made to make the comparison requested in this query, which is primarily directed to carriers, and should be furnished by them. The principal reasons known for differences in lumber lists are that they have resulted from gradual growth, experience, necessity and demand.

(b) Wherever agency tariffs or tariffs of individual lines establish a relationship other than that maintained in the classification exception which would naturally govern, this information should be given, together with the reasons for such variance.

Answer. The detailed list required by this question should also be furnished by carriers. This variation is generally ascribed to dissimilar local, commercial and manufacturing conditions in sections where the differences exist.

(c) To what extent does this relationship vary in different sections of the country?

ANSWER. There seems to be some variation in relationship in different sections of the country, such, for instance, as that seen in comparing the lists of articles taking the lumber rate from the West Coast with typical like lists applying on shipments from the lumber producing territory of the South. North and East. Detailed information should be furnished by the carriers, and will disclose the extent of this variation, and possibly other variations which are typical to different lumber producing sections of the country.

QUESTION 2. To what extent does lumber and to what extent do lumber products move on class rates? Do the same products in some instances move on class rates and, in others, on commodity rates?

Answer. The customary products of lumber manufacturing plants very rarely move on class rates, there being commodity rates in effect between practically all points throughout the country. These products almost invariably move in catheads, and have a relatively high leading weight. It has been universally recognized that they are entitled to commodity rates,

QUESTION 3. To what extent do the rates vary for different kinds of lumber, as, for example, fir, pine, hardwoods, woods of value, etc.?

Answer. Different rates are made by carriers in many instances between hard and soft woods, and higher rates than apply on either hard or soft woods are usually assessed on the so-called "woods of value."

(a) To what extent do the rates vary for different grades of the same kind of lumber?

Answer. Generally throughout the country the rates on the different grades of the same kind of lumber are on a parity. There are exceptions to this rule, which will be shown by carriers.

QUESTION 4. Is it desirable and practicable to establish throughout the country a uniform lumber list fixing a definite relationship between lumber and lumber products?

ANSWER. It is desirable that a uniform lumber list be established. It

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(a) Should such classification on himber and lumber products be uniterally attentions one, or anterior most an extrema of the country, and, if in certain sections, how should the country be divided?

ANSWER. Such classification of lumber and lumber products should be uniform throughout the entire country, and it is not believed to be equitable to subdivide the country into separate classification sections. Nearly all the varieties of lumber and lumber products in different sections of the country compete with each other, and in some instances with imported lumber. It is believed that there are no valid reasons or conditions where competitive commodities with slight value variation move to common consuming territories which justify more extensive mixtures being allowed from one section of the country than from another.

QUESTION 5. To what extent should manufactured products of lumber take the same rate as lumber? Should certain lumber products take higher rates than lumber? If so, into how many classes or groups for rate purposes should lumber products be divided, and what particular products should be grouped or classed together?

Answer. There should be no classification of lumber and lumber products which would or might result in different rates being made on the ordinary and customary products of lumber manufacturing plants, whether shipped in straight or mixed carloads.

(a) Are there any wood articles now rated higher than lumber that ought to be rated the same as lumber, and are there any lower than lumber that ought to be raised to lumber basis? Are there any which should be farther removed from the lumber basis than at present?

Answer. Whenever the lists which should be submitted by the carriers show that any lumber products which are the usual and customary products of lumber manufacturing plants, are taking higher rates than the lumber rate, these rates should be reduced to the lumber basis. There are none of the usual and customary products of lumber manufacturing plants which should be farther removed from the lumber basis than at present.

QUESTION 6. What are the bases for a differentiation in the rates on lumber and lumber products?

Answer. But one basis is practicable, namely, when an entirely new and completed product has been created by various processes other than those of lumber manufacturing plants.

(a) Are any of the manufactured products particularly susceptible to damage in transit as compared with lumber, and are any of the relationships existing today founded on that idea?

Answer. Experience does not show a susceptibility to damage in transit of the ordinary and customary products of lumber manufacturing plants warranting a differentiation of rates. Any relationships existing today founded on that idea are not justified within the scope of our experience.

(b) Would it be practicable to divide the various products, for rating purposes, into groups, depending upon whether they are "in the rough," "in the white," "finished." "primed," or "cut to shape or dimensions?"

Answer. These terms are not strictly applicable to the products of lumber manufacturing plants, and are not common terms in the lumber trade. We do not think such grouping is practicable because of the confusion which is constantly arising from conflicting interpretations of these terms.

(c) What are the distinctive operations, either mechanical or otherwise, that remove an article from the lumber category and make it susceptible to higher than the lumber basis or throw it into the category of manufactured articles?

Answer. There are no distinctive operations, mechanical or otherwise, in the making of the ordinary and customary products of lumber manufacturing plants which should remove any of these articles from the lumber category.

QUESTION 7. Do commercial competition and carrier competition influence the rates on lumber and lumber products differently?

Answer. Commercial competition affects the distribution of lumber and lumber products. Many lumber products, of course, do not encounter the same competition as others at the same point, or from the same shipping points, but there is keen competition among manufacturers of every wood article. With particular respect to carriers' competition, it naturally follows that the effects thereof on such products should be felt more keenly at points where rates from the different producing sections begin to equalize. Just to what extent carriers are governed by these conditions in making their rates to such points they are in best position to state.

QUESTION S. Is there any water carriage of lumber products? If not, why not?

ANSWER. There is a movement of lumber products by water.

QUESTION 9. Compare lumber with lumber products and with other classes of traffic with respect to kinds of cars used, car shortage, expedited movement, etc.

Answer. Lumber requires no special equipment. The greater propor tion of the products of lumber manufacturing plants can be and are loaded in any kind of cars, whether flat, gondola, stock or box, and in many in stances equipment too damaged to carry other commodities can be and is utilized. When flat and gondola cars are furnished, the shipper is compelled to furnish, at his own expense, the necessary stakes, etc., to permit the use of such cars. Generally speaking, lumber moves the year round. There is very little susceptibility to damage, and the average car loading is high. Lumber receives no expedited movement, but carriers give preference to the movement of other classes of traffic. Lumber in itself does not produce car shortages. It is when seasonable or abnormal movements of other classes of traffic create car shortages that the lumber industry suffers.

QUESTION 10. Should all grades of lumber take the same rate without regard to inherent qualities of value? Are rates lower on low grades than on the upper grades of lumber practicable and desirable?

Answer. It is impracticable to differentiate between the grades because of the inability of carriers to efficiently and expeditiously police shipments of lumber. Different rates on different grades would be productive of endless claims, cause delay in handling, offer opportunities for underbilling, intentionally or otherwise, and materially disturb markets.

No. Such rates would discourage maximum car loading, prevent the purchase of mixed cars, cause retailers to carry a lesser variety of grades and sizes, and would enhance the cost to small consumers of the lumber required in the building of homes

QUESTION 11. Should a distinction be made between so-called woods of value and ordinary woods, and, if so, exactly what are the woods of value and what are their values?

ANSWER. The term "woods of value" is a minomer. Values vary with

commercial conditions, and what might be termed a wood of value at one time might be classed as an ordinary wood at another time.

QUESTION 12. In so far as the information is available, give the quantity of movement, the average loading per car, and the value of 1,000 feet or per ton of different kinds of lumber and lumber products.

Answer. The information required in answer to this question is reported by some regional organizations. Statistics which should be supplied by the carriers will furnish a complete answer to questions as to quantity of movement and average loading per car. Figures upon total lumber production and average value per thousand feet are in government reports.

QUESTION 13. Which are the routes of heaviest movement?

Answer. Carriers alone have the complete statistics with which to answer.

QUESTION 14. What are the provisions for carload mixtures of wood articles or lumber products and lumber in the various classifications, classification exceptions and in the carriers' individual and agency tariffs?

Answer. This information should be furnished by carriers,

QUESTION 15. To what extent should carriers provide for carload mixtures of wood articles or lumber products and lumber?

Answer. Lumber and lumber products should be universally permitted to move in one car at the carload rate.

 ${\tt QUESTION}\ 16.$  In what respect do transit provisions vary for lumber and lumber products?

Answer. This question will be primarily answered by tariff references and comparisons showing provisions thereof to be furnished by carriers. The variation is considerable. Carriers' answers will show that in some sections of the country such provisions are very liberal, in others restricted, and that in some sections no privileges exist either as to charge or extent of service.

QUESTION 17. Should transit provisions be made universal and upon the same terms?

ANSWER. They should be.



# The LaFollete Seamen's Law



#### Editor's Note

The provisions of the Seamen's Law which was fathered by La Follette and usually bears his name, was recently the subject of discussion by business men of Oshkosh, Wis., before a meeting of the Candlelight Club. The address of William J. Wagstaff, the well-known lumberman of Oshkosh, on that occassion follows:

It has been the custom for several years of active forward movement, called the Progressive age of legislation, to call it all constructive and dedicate it to the public with great pomp and ceremony.

The two gentlemen who preceded me have had the pleasure of spreading before you and extoling what they believe to be a description of the subject under discussion, and the constructive side. Few have had the audacity to discuss the destructive side, and Progressive legislation has been passed out to the public as a thing of beauty and a joy forever.

The La Follette Seamen's Act is one of the recent things of this nature that have been dedicated to American ship owners without ceremony, apparently more honored in the breach of thought than in the observance; the bill in question being thrown like a blanket over practically all classes of marine transportation companies both of the ocean and the Great Lakes alike, disregarding the difference in conditions.

The avowed purpose of the act is "to promote the welfare of American seamen." One feature of the active operation of the law, according to a recent editorial in the San Francisco Chronicle, leads: "Its first notable result was to put all Pacific Mail employes out of business, and it appears that these now manning American ships must find some other way of getting a living. That is a queer way of helping American sailors. As a rule sailors have little knowledge of other lines of work, and if half of them are turned out of their jobs, the Sailors' Union is likely to have to call for outside assistance in maintaining its soup houses."

In a letter to the editor of *The Nation*, a correspondent says that Mr. Furuseth, apparently much interested and very active as president of the Seamen's Union, had much to do with the formation of the bill. This correspondent says much more so than the one who is given credit as being the father of the bill, who confessed that he knew nothing about ships and obtained his knowledge second-hand; but that Mr. Furuseth had been haunting the gallery of the senate for the past nineteen years, apparently on this subject.

While we live in the interior, and the working of this law does not have so direct a bearing on our transportation problems and business interests as it does on either coast, we are one country and one people, and questions that affect any considerable part of the country have their influence on the whole.

Between the two coasts we have the great Central West that is known as the Mississippi Valley, a great agricultural region of vast-resources, which extends to the watershed of the Allegheny Mountains and the watershed of the Rocky Mountains. This central area is a great producing country, and anything that contributes to the broadening of the markets, and the prosperity of the country, and the stability and equilibrium of business conditions, is of vital interest to us. Sound practical navigation laws would do much in securing a broader market for our products and so would play a large part in the economic prosperity of the Mississippi valley.

#### AFFECTS THE WHOLE COUNTRY

While our personal interests are largely in the Middle West, we are obliged to consider this question in the light of world conditions, and when we go out onto the high seas we meet competition from every part of the world. We cannot get an intelligent view unless it is a wide view. It is a national question, affecting our relations with foreign countries.

In speaking of the operation of the law, I want to consider first its operation as to the Great Lakes, where the conditions are much different in every way from ocean service. One authority states—no such thing was ever known on the Great Lakes as flogging and imprisonment. The betterment of conditions for the men as to sleeping quarters, baths, proper heating of rooms, practically all supplied without question.

The arbitrary reqirements of the number of men to operate is that they shall carry three crews of firemen, oilers and water tenders. The provision that permits members of the crew to quit, and receive their pay whenever and wherever they like regardless of contract, making it impossible at some places to replenish where

of land or of other loads. The less of life on this class of boats in 1914, who a they carried 313,094,347 passengers, was only 105. On the Great Lakes about the only necidents in the passenger traffic the first lated succides.

We consider the consistency of the conditions of life excepting under conditions caused by almost unprecedented storms that no sort of shipping, even the strongest type of ships built for ocean traffic, could withstand.

The much talked of Section No. 13, as applied to the Great Lakes, would be serious in case of labor troubles. Any sailor could make afidavit that would delay departure of a vessel and it would be a provided in a real in case of a strike, and would virtually put it in the power of any one man to quit and ause delay, indefinitely continued by the crew quitting, one man to a time and the strike in 1900 to the crew quitting one man to a time and the strike in 1900 to the crew quitting one man to a time and the strike in 1900 to the crew quitting one man to a time and the strike in 1900 to the crew quitting one man to a time and the strike in 1900 to the crew quitting one man to a time and the strike in the strike in the strike and the strike in the

If the Great Lakes need any legislation, pass it in the light of lake conditions instead of covering them with blanket legislation with such also less a large orditions as exist on the o can.

Regarding the application of this law to ocean traffic I would like to quote it, a to be extended way the objection of various authorities, but for lack of time must be brief. OThe present law allows liberty of contract and immediate payment when not contrary to contract. It is proposed to take away the liberty of contract. We think the active seamen would not ask such law. Certainly it is un-American."

#### A VIBROUT TY

As to the number of watches, the act does not discriminate between a voyage to Bombay or Australia and a trip outside of the Hudson river to the fishing banks or one of the excursion routes on the Great Lakes. To enforce such a distribution of hours of labor will be particularly burdensome on those vessels making frequent lands at small ports in sparsely settled communities along the Pacific coast, where the volume of freight to be handled is not large enough to attract a sufficient supply of shore forces to load and discharge the vessel promptly, and where the steamer must under this act, to obviate this disability, carry a large number of deck hands for this purpose, only one half of whom under this requirement of the act would be available it the time when most of these landings would be made; while the other half of these deck hands would be on duty when, probably, no landings were to be made, and would have little or nothing to do. It is not a question of over working the crews on these ships, as everyone connected with ships is fully sensible of.

Even where the men are willing to continue the present system of operation on such exceptional routes, and where there is no hard ship involved, the steamer owner would be impelled to comply with this requirement rather than jeopardize liability.

As to desertion—the provision in Section No. 13 of the law says that sixty-three per cent of the crew, exclusive of licensed officers, must be certified able seamen—is of serious import, likely to be farreaching. The work performed by deek hands aboard a modern steamer is of the most ordinary kind of unskilled labor. Most of the heavy work is done today by machinery controlled by the engine room force.

As far as coastwise ships are concerned, certified men will naturally concentrate at the larger ports, and few will be found at the lesser ports, where should a number of these certified able seamen leave a

hip, it would be difficult to replace them. This would be a handicap to the commerce of these ports.

see that a see a fill heavy person that a tere an port it is hard to understand where an American slap master would procure his complement of men holding such certificates; and as a slap cannot leave port without them only under heavy penalty, the embartassment from such a state of affairs can be imagined in case of a second state of affairs can be imagined in case of a contract of the contract of the penalthele cargo or mails aboard.

There is no provision on the Secreta's A thor any penalty in case of desertion of the certified able seamen, except that when he violates his shipping articles, he merely forfeits his accrued wages; no protection as in the case of a beensed officer, who if he should wrongfully or unreasonably violate his contract would have his access a period of revoked.

Anothe provision in Section No. 13, that seventy five per cent of the crew in all departments must be able to understand any orders given by the officers, must of necessity preclude American steamers from participation in the trans-Pacific trade.

The steamers now operated by Americans in this trade are among the largest flying the American flag. These steamers are obliged by law to carry American licensed officers, but their crews, owing to the active competition of the Japanese lines, are Chinese. The petty officers among the crews are bi-lingual, and are able without difficulty to communicate to the crew the orders given them by the American officers. On no large steamers are the orders given by the officers to the seamen direct. It would be a physical impossibility to do so.

To insist that seventy-five of these Chinese crews speak English would prevent their being any longer available in any department of an American ship. This means that under this act—in the opinion of those in full knowledge of the situation, and those vitally interested, that with the difference in wages between the operation of American ships under this act in competition with foreign ships; for example Japanese ships with their Japenese crews and the wages they receive, it would put our American ships under American registry out of business, or force them to foreign registry.

I quote from the Literary Digest of Jane, 1915;

From the Pacific comes the most startling evidence in support of this view, as we are told that the new law would add \$100,000 a year to the cost of operating the Minnesota which runs between the Pacific coast and the Orient.

Report has it that James J. Hill may have to withdraw the Great Northern liner Minnesota, one of the largest ships flying the American flag, from the run to the Orient.

Right here I want to quote from a letter of Nov. 19th from San Francisco from Robert Dollar, who is at the head of the Robert Dollard Company, operating nine ships:

The part of the seamen's bill which put all the American ships out of the Pacific coast and Orient trade was the language test. The law practically says that the language of the officers shall be the language of the crew; so that the American ships having American officers and Chinese crews cannot understand the English language. This would be all right provided all ships were treated alike.

The Japanese steamers coming in here with Japanese officers and having a Japanese crew is immune: therefore it works out this way: That Japanese on their vessels pay \$10,00 or \$12,00 a month to their sailors, and we on American ships are obliged to pay the full union wages of \$60,00 a month, which makes it an impossibility to operate our vessels.

The following is a wireless that came in from the Steamship Minces are as she was passing San Francisco recently:

To the good people of San Francisco, care of the San Francisco Chronicle: The Great Northern Steamship Minnesota, the finest ship that ever sailed the sea, and the largest ship flying the American flag, is now passing down by your beautiful city, bound for a foreign country, never again to return with Old Glory floating from her stern. The reason for this is well known to the business interests of the country. I bid you all farewell.

This is the largest ship of the Pacific Ocean that was engaged in Asiatic trade.

The same article in the Literary Digest mentioned above says that "Capt. Dollar, who operates nine ships to the Orient, was

attending a meeting of Japanese lusiness men in Japan when the news of the passage of the La Follette bill was received in Japan. He says the news occasioned an enthusiastic demonstration in the meeting, the Japanese believing that the legislation leaves them free to capture the trade in the Pacific.' The New York Evening Post says that the only way to compete successfully in the Pacific with the Chinese and Japanese lines is to employ Oriental crews.

The Brooklyn Eagle says: "It is useless to talk about building up an American merchant marine with such a law to dominate navigation laws and block competitive freight carrying."

The Philadelphia Record remarks: "The driving of American steamships out of business provides no employment for American sailors."

No American capital will operate their ships under the American flag under these competitive conditions, but will operate under foreign registry, and they will not invest their capital in new ships to operate under such a law under such fierce competition.

The Spokane Spokesmans Review says that the farmer of the inland states, and this would include all other products of the inland states which we can designate as the Mississippi Valley is being vital to us regarding the importance of the American merchant marine. Before the war it was impossible to arouse in their minds—meaning the inland states—a maintained interest in the American merchant marine.

The war has tied up a large part of the shipping of the world, and when farmers see the ocean freight rate on a bushel of wheat jump from eighteen cents to fifty-four cents they begin to realize the need of more ships—American ships that will fly the Stars and Stripes, carry our products abroad when foreign ships are withdrawn, and by force of competition hold down the freight rate in time of peace.

The San Francisco Chronicle says: "The Pacific Mail Steamship Company, a \$20,000,000 corporation, will dispose of its ships, although it had raised the money and let the contracts for four great steamers to sail between San Francisco and New York, and was planning eight more for that and other routes. It was estimated that under the new law, the total yearly running expenses of these thirteen ships would be increased by \$802,042.

Robert Dollar, in his personal letter to me, said that "so far the ship owners have been blamed for trying to stop the operation of the Seamen's Bill for their own personal end, and now it is up to the merchants of the United States to take up the fight."

For lack of time, I will not attempt to discuss the rights of survey of ships, whereby one disgruntled seaman can make a complaint and tie up a ship. I have merely touched on this portion of the situation on the Great Lakes. It would be more serious on ships to foreign countries.

It is conceded that the space provisions for men were amply provided for before this law. The safety provisions also except under very unusual and extreme cases, where it has been proven that no matter what provisions were made, they were of no avail.

The allotment of wages under Section No. 4, whereby a seaman can demand one-half of his wages which he has then earned at every port where such vessel stops on the voyage to load or deliver cargo, and all stipulations in his contract to the contrary shall be void, provided such demand shall not be made oftener than once in five days; and no redress on the part of the master of the ship as against a seaman from having the opportunity to place himself out of commission, or in any other way enable him to violate his part of the contract.

This section also provides that this shall apply to seamen on foreign vessels while in the harbors of the United States, and that the courts of the United States shall be open to such seamen for its enforcement, regardless of the terms of the contract made in a foreign country between foreigners.

Waiving the consideration of the ethical principle involved in the right accorded a foreign seaman to use the legal machinery of the United States to enforce a claim contrary to the terms of his contract, in violation of the international comity—or in common terms, the rules of the game—this thesis fails to take into account that these foreign deserters would be liable to imprisonment or other punishment upon return to their native country; and in case of the Japanese, by virtue of the convention between the United States and Japan, Japanese seamen are not granted passports to remain in the United States.

Without going into detail, this opens the question of an inducement to foreign crews to desert their ships in American ports. It would be impossible for the officers of such ships to maintain discipline where crews knew they could leave a ship at the first port with the right to demand half their wages, and the use of the courts of the United States to recover their wages if this is not complied with.

I quote from a noted authority: "The shipping of the United States, mostly domestic, but of such large volume as easily to rank this country the second maritime nation of the world, surpassed alone by Great Britain, is of so diversified a character, embracing features to be found in no other country, that it is in many ways incomparable to that of any other simple maritime nation.

"Considering our coastwise trade alone, apart from that with our dependency and territories, our shipping covers a tremendous amount of seaboard on both the Atlantic and Pacific, and on the Great Lakes, with bays extending inland for many miles. The commerce conducted on these waters differs radically in its nature, and these variations necessitate a corresponding differentiation in shipping on the Atlantic seaboard. The type of steamers operating between New York and the New England states through Long Island Sound, and on our bays such as the Chesapeake, and between the United States and Nova Scotia and the other maritime provinces of Canada.

"And the requirements of the service in these sections bears slight resemblance to the type of steamer plying between New York and South Atlantic and Gulf ports and the requirements of the service there, while both have little resemblance to the type of steamers operating on the Great Lakes. The steamers and the shipping conditions on the Great Lakes themselves differ radically from each other, while those engaged on the Pacific Coast are in many important respects dissimilar to the others.

"Blanket legislation therefore with inflexible regulations, regardless of their application in each case, and which fails to give due consideration to diversities, is sure to be suicide; and is a reflection on the practical proclivities with which our nation has heretofore been credited in all matters pertaining to the development of the commerce of the country. Yet this is practically what the Act does, and it has already disturbed the business of American shipping with disastrous consequences."

#### Vegetable Glue Is Coming

The manufacturers of vegetable glue, who have been carrying on an educational campaign for years with the idea of showing that their product is capable of doing the things which hide glue has been relied upon to perform, seem to be making a lot of headway, for plants which appeared to be wedded to the old-style material are coming out in favor of the comparatively new substitute right along.

Not long ago the writer was in the plant of one of the most prominent panel manufacturers in the country and noted that some changes in the glue-room equipment were being made. Inquiry revealed the fact that this concern will be using vegetable glue exclusively in 1916, although it has been featuring its use of hide glue heretofore. That may indicate inconsistency, but the chances are also that it suggests progressiveness. The mossback who never changes his mind nor his methods seldom gets anywhere.

The vegetable glue people have an interesting and suggestive arrangement, too, whereby, when they convert a consumer to the plan of using their product, they supply the special equipment needed to apply it. This shows that they have the courage of their convictions, and that they are willing to assume the burden of proof; for if the material failed to make good, they would not only lose an account, but also would be out the considerable expense of making an installation of equipment in the factory of the customer.



# Urges Care in Shipping Gum Logs



Contract Warren of the Less Visited topos Lagran . I have transfer on and the second s and the second of the second o Congression of the attest of the Attended to the state of the entry street and the trade Water and Landon the contract of the contract while appoints office in very exhaustion. The support was of presenting the condition Mr. Worland refers to is to reproduce berevith a letter which is this activessed to J. M. Pritchard, secretary of the Coun-Lander Medicatorers' Assocra tion, Memphis, Tenn.

The Evensy lie Veneer Company's specifications specify that the mottled effect must cover the entire red part of the log and must measure at least twenty-four metes users the sap line. The ragged sap line is not imperative but preferred. Lengths preferred are ten and twelve feet, but can use any length. Logs must be clear of knots and must not have any wind shake. The letter:

We are scholing you under separate cover, some out, showing the end of a "gut-d red gum for and what is necessary in the log to make figured and A tooks. There has been a good deal or tack by different log men and 'miserbook as to what makes a figured gum log, and there is quite a wide variation of come in. We want to say to you, for your information, that it takes just exactly what the description in this picture calls for, and noth ing ass will answer. We have read a lot of runk about how to tell figured toligate in the tree, by the bark and various other things, but there is good test notating to it and you cannot religible that the tree is going to



THIS IS THE TYPE OF FIGURED RED GUM LOGS SHOWING THE MOTTLED FIGURE IN THE RED OR HEART WOOD AND THE SERRATED OR RAGGED SAP LINE.

or a med onto you get it out down deep of it is the end Now, it the sheethat chaured gum log we' test show the figure when dry, of if the case any indication of there are it and they will throw with rich if the figure will show.

W. lett. spetil a good deal of tree and mency making wild goom to rot it figured gum logs that were not figured. They would predainy have a few little putches with in or or lings have a faint out. line of figure, and we are beginning new a sampaign of education with the producers of gum logs, that they rias know what the sencer man has only a small percentage of the gum that is figured, possibly only a tree now and then, but it generally follows that if one log of a tree is fig ruid the whole tree is figured, and these logs may just as well be set iside until they have accumulated a carload, as the damage will not amount to much, because we do not use the sap, anyway, as a rule, However, sometimes when the sap is bright and ragged we can make use of a small amount of it, but would not object to figured gum logs be cause the sap is stained.

The big gum producers who handle the logs by steam can very easily set these logs aside by themselves, either at the track or at the mill; and while the price is not really a big

advantage, yet it is an advantage to the gum lumber manufacturer to see that the fancy wood is not secured in making boards where it cannot be used to the best advantage, and in most instances never reaches the work on which it should go. We think that this is a matter that the large producers should be interested in, and we would appreciate it if you would circulate these copies among those to whom it would do the most good.

Will state that it was through the courtesy of the Lamb-Fish Lumber Company of Charleston, Miss., that we procured the photograph from which this cut was made,



# Interesting Traffic Developments



Proposed Advances for Wisconsin

The Wisconsin lines, i. e., C. St. P. M. & O. Ry., C. & N. W. Ry., C. M. & St. P. Ry., and the M. St. P. & Sault Ste Marie Ry., have filed with the Railroad Commission of Wisconsin their application for the approval of changes in freight rates and rules on intrastate traffic, such applications applying generally on all bulky commodities, including lumber and forest products. The advances on lumber apply more particularly to the present dressing and reshipment arrangements, and wherein it is proposed to cancel same and apply the regular lumber rate. The same situation is practically true with respect to sawlogs, bolts, etc., for manufacture and reshipment.

It is also proposed to advance the mileage schedule for fuel wood, sawdust, shavings and wood for burning brick. Advances are also proposed for slabs, fuel wood, sawdust and shavings in special commounty items as well as distant schedules,

It is further proposed to increase the mileage schedule on tan bark and the cancellation of commodity rates between specific points of origin and destination and establish in lieu thereof the regular lumber

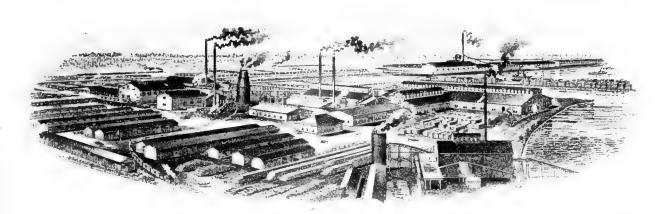
Another point worthy of consideration in connection with the proposed advances above outlined is that just prior to the filing of the applications by the above named carriers, petitions were filed on behalf of various communities throughout the state through their commercial organizations, wherein wholesale reductions in class rates are sought. This situation and the claim of carriers that such advances are necessary to meet rising transportation and railroad operating cost in this section, are no doubt the premises for the above

Hearings before the commission to determine the reasonableness of these proposed advances are scheduled for the second week in January. It is their intention to hold hearings at various points in the state bearing on this proceeding during that month.

A hearing has been assigned for January 18 at Arkansas City at which the case of the Thane Lumber Company versus the St. Louis, Iron Mountain & Southern will be heard.

During the past two weeks there has been but one decision handed down in a lumber case. This was based on the complaint of the Union Lumber Company of Houston, Tex., against the Gulf, Colorado & Santa Fe Railroad. The complaint was dismissed, as the commission held that an additional through route from the Texas blanket to Kansas City territory is not necessary.

Aeroplane ash has been in good demand and is expected to continue active indefinitely.



# The Northwestern Cooperage & Lumber Company

The Home of the "Peerless" Standard Brand Products

Western Office: 516 Lumber Exchange, Minneapelis, Minn.

GLADSTONE, MICHIGAN

Mills at Gladstone and Escanaba, Michigan

Manufacturers of the following "Peerless" Standard Brand Products: Hardwood Flooring, Staves, Hoops, Heading and Veneers, Hemlock Lumber, Lath, Shingles, Posts, Poles and Ties, and Hemlock Tan Bark

"Peerless" Rock Maple, Beech & Birch Flooring have a standard of their own, are guaranteed we have a standard of their own and their own and their own are guaranteed we have a standard of their own and their own and their own are guaranteed we have a standard of their o

Members of Maple Flooring Manufacturers' Association. (When writing mention the Hardwood Record.)

# The Mail Bag

B 968-Wants to Buy Maple, Beech and Birch Dimension

Grand Rapids, Mich., Dec. 10, 1915.—Editor Hardwood Record: Can you give us the addresses of any parties manufacturing maple, beech and birch dimension 1" to 2" square?

Interested parties can have the name of this inquirer on writing Hardwood Record.—Editor.

B 969-Wants Persimmon and Cornel Wood for Textile Industry

New York, N. Y., Dec. 9, 1915.—Editor Hardwood Record: Could you put us in touch with concerns that can furnish persimmon wood blocks, also cornel wood logs for textile industry: that is to say, for making shuttles?

HARDWOOD RECORD has given this inquirer the names of a few people who have handled persimmon in the past. Others interested can have the address immediatelly upon writing this office. - LDITOR.

#### B 970-Wants to Buy White Oak Flitches

New York, N. Y., Dec. 9, 1915.—Editor Hardwood Record: We are looking for several cars of white oak flitches, 3" to 6" in thickness and from 6" to 11" in width and wish price F. O. B. Cairo, Ill.

Manufacturers who can quote on this stock can have the address on application to this office.—Editor.

## B 971—Wants Quotations on Finished Stock for Floor Lamps and Rope Work

Cleveland, O., Dec. 9, 1915.—Editor Hardwood Record: Will you kindly put us in touch with manufacturers who quote on finished stock made up in five-foot lengths suitable for floor lamps, also rope work?

The above inquiry was addressed to the Oak Information Bureau, care Hardwood Record, and hence applies to oak stock exclusively.—Editor.

## B 972—Wants to Get in Touch with Manufacturers of Built-up Gum and Poplar Panels

us the names of a few manufacturers of good built-up gum and poplar panels.

Any firm which did not receive this inquiry can have the name of the above concern upon application to Hardwood Record.—Editor.

#### B 973-Wants Names of Firms Making Wood Turnings

Waukegan, III., Dec. 9, 1915.—Editor Hardwood Record: We will thank you for the addresses of makers of small wood turnings in hardwoods. They must specialize in that work and we think Michigan the best field. Have tried Wisconsin pretty thoroughly.

Anyone who wants to figure with this inquirer can have the name and address on writing Hardwood Record—Editor.

#### B 974-Wants to Sell Hardwood Sawdust

Mifflin, Pa., Dec. 9, 1915.—Editor Hardwood Record: Could you furnish us with the names of parties who buy sawdust?————.

HARDWOOD RECORD has advised these people as to the general conditions surrounding the possibilities of the sawdust market. Anyone who might be interested in the purchase of this material can have the address on writing this office.—Editor.

#### B 975-Wants to Buy One Inch Northern Birch

Cincinnați, O., December 22.—Editor Hardwood Record: Can you put us in connection with some concern selling birch lumber? Must be northern stock. What we want is stock that will season  $1\frac{1}{8}$ ". Hence will have to be sawed sufficiently thicker than this to season as above. We can use about two cars per month right along, for which we would like to contract.

Anyone desiring a market for stock as above, will be given the address upon application.—Editor.

## Clubs and Associations

#### Semi-Annual Meeting for Directors of the National Association

The board of directors of the National Hardwood Lumber Association will meet at the association headquarters at its semi-annual gathering January 25. As usual, there will be a number of important matters for discussion, the most important being the selection of time and place for the nineteenth annual convention. Chicago, Boston, Cincinnati, Louisville, Philadelphia and Richmond, Va., have all applied for the convention, and the official bulletin states that all communications upon the subject should be on file at the association office not later than January 20.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

#### Wood Preservers' Convention for Chicago

to the control of the 

## Secretary Weller Predicts Big Meeting of Hardwood

Manufacturers

A service of the control of the cont opportune time, as the transition from the period of depression to the The first of the control of the period of depression to the control of the contro C 255 . time with the

#### Indiana Hardwood Meeting for January 20

The second control of the Indiana Hardwood Lumber men's Association will be held at Indianapolis at the Claypool hotel, on Thursday, January 20. The program and entertainment committee report arrangements nearly completed, and, judging from talks by members, one of the best meetings in the history of the association is in preparation. The business session will be held in the afternoon and the meeting will ·lose with a banquet in the evening.

#### North Carolina Forestry Convention Postponed a Week

The convertion of the North Carolina Porestry Association to be held at New ern, N. C., has been postponed to January 25/26 because of conflicting dates of other important meetings.

#### Will Entertain Exporters at Cincinnati

The emembership of the National Lumber Exporters' Asso ciation, composed of the Theodore Francke Erben Company, James Kennedy & Co., Ltd., Benn Lumber Company, Howard & Barber Lumber Company, the Korn-Conkling Company and the M. B. Farrin Lumber Company, will entertain visitors on the evenings of January 20-21. It is expected a large attendance will be secured for these evenings on account of the presence of Mr. Tiffany, the foreign representative of the association.

#### Gum Manufacturers Decide on Meeting Date

There was a meeting in Memphis, December 15, of the loard of managers of the Gum Lumber Manufacturers' Association at which the work of the past six months was thoroughly reviewed and approved and at which it was decided to continue along the same aggressive lines as heretofore. Secretary Pritchard was much pleased with the enthusiastic manner in which the work of the organization was endorsed and he was also quite optimistic as to the work of this organization in view of the co-operation which is being given him by the officials and directors of the association.

It was also decided that the annual meeting of the Gum Lumber Man-Macturers' Association would be held in Memblis, Languary 15. This is one of the younger of the major lumber associations but it is one of the most active and aggressive of them all and is rapidly growing in both membership and importance. It is anticipated that there will be a large attendance not only among manufacturers of gum lumber, but also among consumers, many of whom have recently shown decidedly increased interest in red gum. Secretary Pritchard is at present working on the program and this will be ready for publication a little later.

#### Southern Traffic Association Announces Annual

It is announced that the annual meeting of the Southern Hardwood Traffic Association will be held here January 4. At that time the work of the past year will be fully reviewed and plans will be mapped out for the coming year. Officers will be elected and such other business as arises will be transacted. J. W. McClure, president and treasurer of the Bellgrade Lumber Company, Memphis, has been chosen by the two nominating committees to succeed himself as president.

#### Central Wisconsin Traffic Bureau Holds Annual Meeting

The annual ' setting of the Central W. censan Traffic Bureau was held at Wausau, Wis., Wednesday evening, December 15. program contained a banquet and pleasing musical numbers. The business meeting occurred after the banquet, the Hon. Clifford Thorne being the guest of honor and speaking on the subject "The Passing of Competition." The other features of the business program were the address of President J. W. Laut, report of Treasurer O. C. Lembke and report of Treasurer A. E. Solle. Officers were elected for the coming year,

#### Publishes Interesting Program

The Evansville Retary Club for its ladies' night program for Monday evening, December 15, published a very attractive and especially interesting program, the cover of which was furnished by the Evansville Veneer Company. This is printed on veneer cut 1,1000 of an inch thick and glued on paper. George O. Worland is an active Rotarian and describes the meeting of the club as unique and unusually interesting. The feature of the meeting was the distribution among the ladies, by drawing certain the transfer of the distance of the control of the work of the control of the con timid about opening the box at first, but on getting home and prying and the At smean Lagre, with a twenty dellar gold piece sufely conscaled in much packing on the inside. Each of the Rotarians result of conformal according possible to the line of business in which he is engaged. Some of them were of considerable value.

#### St. Louis Exchange Elects Committees

The St. Louis Lumbermen's Exchange held an election for the executive committees of the various divisions, in the rooms of the exchange, on December 14. The result was as follows:

December 14. The result was as follows:

Check A. Reix viv. Division. Director and chairman. George W. Fund. Linek Linest Company, first vice director. George R. Walters, Mound City Lumber Company; second vice director—E. R. Darlington, Darlington Lumber Company; second vice director—E. R. Darlington, Darlington Lumber Company; second vice director. Thomas E. Powe, Powe Lumber Company; first vice director. Thomas E. Powe, Powe Lumber Company; second vice director. W. P. Anderson, Gideon Anderson Lumber and Mercantile Company; G. H. Cottrell, American Hardwood Lumber Company;

Charles C. Vistow Pixy Maxilaring Sand Wholisaffas: Representative director—C. M. Jennings, Berthold & Jennings Lumber Company; chairman Thomas C. Whitmarsh, W. T. Ferguson Lumber Company; first vice director. E. C. Robinson, E. C. Robinson Lumber Company; of Group D. Lember Company.

Group D. Lember Company.

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Group D. Lember Company.

Group D. Lember Company.

The committees on arbitration and appeals were the same on all four tickets and were elected as follows:

tickets and were elected as follows:

Committee on Appender Company; F. C. Moore—Moore-Jurden Lumber Company; John A. Rebels—St. Louis Lumber Company; R. F. Krebs—Steel-Hibbard Lumber Company; F. C. Moore—Moore-Jurden Lumber Company; C. A. Antrim—Antrim Lumber Company; O. H. Sample—O. H. Sample Lumber Company.

COMMITTEE ON APPENDES: Gustay Koerner Independent Lumber Company; H. A. Boeckeler—Boeckeler Lumber Company; Frank Waldstein—Waldstein Lumber Company; R. M. Morriss—R. M. Morriss Lumber Company; J. R. Perkins—Perkins Lumber Company.

In division C. there were two tekets put yn one a mowber ticket and

In division C there were two tickets put up, one a member ticket and the other a regular ticket, and there were five to be elected. The member-

The four newly elected directors will meet shortly and elect the officers among themselves and appoint a secretary and an assistant secretary.

The newly elected officers took office on December 21.

#### New York Lumber Trades Club Formally Opened

The Lumber Trades Club of New York was formally opened with a luncheon provided by the board of governors on December 18. The enthusiasm shown at this affair, which was attended by over 300 members of the local trade, was most gratifying and bespeaks the success of this new organization in this city.

The new rooms were finished and furnished throughout and the whole presented a most pleasing appearance and provided every comfort.

President Tyler opened the meeting with a brief word of welcome, and asked everyone to join in making this an event in the history of the market. After luncheon the president introduced a few speakers, including Borough President Marks; R. W. Higbie, former president of the National Wholesale Lumber Dealers' Association; Russell J. Perrine, president of the New York Lumber Trade Association, and Hon. William E. Tuttle, president of the New Jersey Lumbermen's Association. All of the speakers endorsed the idea of closer relations among men in business, and each pleaded for more co-operation and expressed fervent hopes for the new club's success.

C. E. Kennedy, who has made a hit as an after-dinner entertainer and a success as a wholesaler of lumber, told stories and otherwise entertained the guests.

The club starts out under most favorable auspices and has the assurance of support from some of the leaders in the trade of New York and New Jersey. There is a long list of out-of-town members, which bespeaks the popularity of the club rooms as a visiting place for lumbermen of other cities coming to New York.

#### Southern Traffic Association Seeks Transit Privileges

The Southern Hardwood Traffic Association has filed a petition with the Interstate Commerce Commission through which transit privileges at Memphis on hardwood lumber are sought. This is directed against the Illinois Central and other southern lines and is based primarily on the contention that the absence of these transit privileges at Memphis places this city at a decided disadvantage in handling lumber as compared with a number of other competing points which enjoy them.

It is pointed out that, if the Illinois Central and other lines grant the privileges sought, there will be a decided increase in the amount of hardwood lumber yarded at Memphis and also a notable gain in the number of box factories, flooring plants, furniture establishments and similar industries. There has been a decided decrease in the number of wholesale firms maintaining yards at Memphis since the old milling-intransit arrangement was done away with and it is believed that the number will continue to decrease rather than increase unless these transit privileges are granted. The petition is in behalf of lumber interests

at Memphis, primarily, though if granted it will be of very great assistance to all manufacturers of lumber and lumber products at points in Mississippi and Louisiana.

The petition specifically asks for transit privileges which will allow hardwood lumber to be brought into Memphis from outside points, sorted, graded, dressed and otherwise treated and then shipped out on a rate equal to the through rate from point of origin to destination via Memphis, plus \$3 per car.

#### Evansville Club Elects Officers

At the last monthly meeting of the Evansville Lumbermen's Club held on December 14, the following officers were elected to serve the ensuing year: President, Daniel Wertz of Maley & Wertz; vice-president, Charles A. Wolflin of the Wolflin-Lubring Lumber Company; secretary, Mertice Taylor of Maley & Wertz; directors, J. C. Greer of the J. C. Greer Lumber Company; J. A. Waltman of the J. A. Waltman Lumber Company, and Claude Maley of Maley & Wertz. Mr. Wertz has served two years as president of the club and Mr. Taylor has served one year as secretary and both have made efficient officers. The following committee was appointed to draft resolutions on the death of Samuel M. Burgess who passed away here on December 2: William B. Carleton, J. C. Greer and Charles A. Wolflin. A copy of the resolutions will be sent to the aged mother of Mr. Burgess at Brooklyn, N. Y.

The Cottage Building Company and the Evansville Planing Mill Company have been enrolled as new members. The next meeting of the club will be held on the second Tuesday in January when the newly elected officers will be installed.

#### Annual Election of Memphis Club

S. M. Nickey, of the Green River Lumber Company, was chosen president of the Memphis Lumbermen's Club in the annual election held at the Business Men's Club Saturday, December 18. He defeated his rival for first honors, H. B. Weiss of George C. Brown & Co., after one of the most interesting contests in the history of this organization. The election was held between the hours of 7 and 9 p. m., after a campaign lasting just seven days, and after the 123 votes cast had been counted by the judges, the results were announced as follows:

PRESIDENT: S. M. Nickey, Green River Lumber Company.

FIRST VICE-PRESIDENT: Jas. F. McSweyn, Memphis Band Mill Company.

SECOND VICE-PRESIDENT: Mark II. Brown, Brown & Hackney Inc.

SECRETARY-TREASURER: D. F. Heuer, A. N. Thompson Lumber Company.

DIRECTORS: Roland H. Darnell, R. J. Darnell, Inc.; Ray H. Goodspeed,

Jno. M. Woods Lumber Company; Paul Rush, Ricl-Kadel Lumber Company.

President Kadel, who occupied the chair during the evening, announced the names of the successful candidates and as each was called there was a great deal of applause and not a little speech-making. S. M. Nickey gave the members to understand that he very much appreciated the honor which had been conferred on him and confided to them that he had been through something of a race. He pledged his best efforts in behalf of the club and asked that everybody support him vigorously to the end that his administration might be successful.

H. B. Weiss, the defeated candidate for the presidency, said that the results had not been surprising to him for the reason that he had known the outcome practically from the start because of the numerous members who had pledged their support to Mr. Nickey when that gentleman ran before. He assured those who voted for him that he appreciated their support and promised that in the course of the next ten, fifteen, twenty

or twenty-five years, he would get even with some of those who had handed him all that "sympathy" racket. He said that he had been down town until ten or eleven o'clock every night during the campaign either soliciting votes or doing office work and he besought all the members of the club who knew his wife to clarify, instead of muddy the waters of his domestic life by explaining to her that he had been running in absolutely good faith and not trying to put anything over on her. One would have almost imagined that he was afraid to go home after his defeat, so solicitous was he. Although defeated, he made one of the most humorous and most attractive talks of anybody who ascended the speaker's rostrum during the evening and proved himself one of the best of good losers.

J. F. McSweyn, the "grand old man" of the club, was taken ill on Tuesday and could not even be present at the election. He wrote a letter, however, penned before he knew whether he had won or lost, in which he said that he was proud of his connection with the Lumbermen's Club of Memphis, the best fellows in the world, with not a runt, socially or physically, among them. George Friedel, his opponent, was called out of the city on account of sickness during the election and could, therefore, not tell how he happened to lose.

Mark H. Brown asserted that he had won on his looks, but T. E. Jones, his defeated rival, explained that he and Mr. Brown had decided to make the race on the platform of the ugliest man to win and that Mr. Brown had taken the blue ribbon in a walk.

D. F. Heuer, nominee for secretary and treasurer on both tickets, expressed very great surprise over the fact that he had been elected, much to the amusement of all present.

The three newly elected directors spoke briefly. All of them are very young men, Paul Rush being both the youngest and the smallest member of the club. All appeared happy over their victory and were profuse in their thanks to those who made their election possible.

Refreshments, both liquid and solid, were served throughout the evening, though President Kadel insisted every now and then on closing the bar for five minutes or more. While the votes were being counted, Miss Florence Corrington, assistant secretary of the club, was marched into the room and presented by President Kadel with a check for \$100 and \$1 in silver, as a slight token of the appreciation of the members of the clever manner in which she had performed her duties. Miss Corrington has, for the past two years, been in charge of the rooms in the Business Men's Club, finished and furnished by the Lumbermen's Club of Memphis. She was so surprised that she was hardly able to murmur her "thank you."

President Kadel also improved the wait by asking Charles R. Ransom, one of the most popular members of the club, to explain just how it felt to be the proud father of his first child. Charley answered as only he could and brought down the house as usual.

Interest in the election was well maintained until the last vote was cast. These elections have done more than perhaps any other one factor to hold the Lumbermen's Club of Memphis together in such an effective manner. Perhaps the most notable feature of these elections is the manner in which the defeated candidates bow to the will of the majority, show no ill-will and buckle down to work wherever the administration assigns them.

Just before adjournment, a letter was read from C. W. Holmes, one of the charter members of the club, tendering his resignation. The election



DANIEL WERTZ, NEWLY ELECTED PRESI-DENT OF THE EVANSVILLE LUM-BERMEN'S CLUB



S., M. NICKEY, SUCCESSFUL CANDIDATE FOR PRESIDENCY MEMPHIS LUM-MEN'S CLUB



H. B. WEISS, UNSUCCESSFUL CANDIDATE FOR PRESIDENCY MEMPHIS LUM-BERMEN'S CLUB

#### Hemlock Sales Managers Meet

I consider the fitte National Head and Hardword Managers' committee which heads to the second of the

Plact a new grief, on 6 met, drop sading, one tree of knots should adopted.

The regard to the resim proposition it will be recombined that attir the stock is resawed it should be regraded and sold on grade.

I set the system to hand by the velow pine people, of neaking weekly reports on statistics, could not well be followed by the Northern Hemlock and Hardwood Manufacturers' Association, but that the plan of making stock on hand reports in addition to the monthly cut and shipment reports could be followed.

The sales managers considered a stock report sheet of December 16, which is the 22 of was prepared within a short time covered in a most complete manner at least eighty per cent of the cut of all members of the association. This brought out a great deal of discussion, but no definite action on this subject was taken. The association is preparing an unusually complete report, covering both hardwood and hemlock, which will be issued probably about January 1, and it was decided to await the appearance of this report.

The pulpwood and the question brought out considerable discussion. Most of those present seemed to feel that the prices being paid for pulpwood and ties in Wisconsin and northern Michigan were not commensurate with the supply and demand for these lines, and it was believed that this matter, if investigated, would show that conditions do not justify the present prices.

The discussion of the meeting was informal in nature, the aim being to help along the movement which has been taken up by the Northern Hemlock and Hardwood Manufacturers' Association to promote the sales of both hemlock and hardweed.

Directors of the association are now taking a value on the date for the annual meeting, which will be held in Milwaukee, probably on January 26.

#### Philadelphia Chosen for National Wholesalers' Annual

An experient corning of the board of trusters of the National Wholesab Larger 16 ders? Association was held at to dequarters on December 17, at which the most important action taken was the selection of Philadelphia as the place for holding the next annual meeting of the association, which occurs in March, 1916. Delegations and invitations were received from Richmond, Va., New York City, Atlantic City, Columbus and others, but the board decided upon Philadelphia as being the best place. Indications point to a very large convention. Details as to date and program were left with a special committee.

On the question of co-operation with the Chamber of Commerce of the United States, F. R. Babcock of Pittsburgh, and Lewis Dill of Baltimore were chosen delegates to represent the association at the annual meeting of the chamber in February with C. H. Prescott and Robert G. Kay as aiternates. The following committee was appointed to co-operate with the special committee of the chamber of commerce on American merchant marine: M. J. E. Hoban, New York; A. J. Cadwallader, Philadelphia; H. W. Blanchard, Boston; H. M. Bickford, Boston; T. M. Sizer, New York; A. T. Gerrans, Norfolk; B. L. Tim, New York; Angus McLean, Bathurst, N. B. Another special committee to co-operate with the chamber in the compact of the committee of of the commit

The report of the bureau of information was presented by A. L. Stone, Cleveland, chairman, and showed an unusual activity in that department the last few months. R. R. Griswold, Binghamton, N. Y., chair-

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Right we respect to the entire week of attended the entire Week, and the entire that the entire to the end reports were first that the end of the entire that the end reports were first to the end of 
Ower, to be a few to the Color Verter Chao, for extreme for of the color by verter and the color between the few to the few terms and the and the color between the color between the members will be well pleased with the selection. A committee was appointed to attend the annual meeting of the National Foreign Trade Council to be held in New Orleans, this committee being as follows: R. M. Carrier, chairman, Side, M. R. H. Hessen et New Orleans, bed Reffer Viewndron Lau, Rielard P. Baer, Baltimore, Md., Jos Rathborne, Harvey, La.; C. S. Williams, Patterson, La.; W. S. Harlan, Lockburt, Ala.; H. C. Fowler, Macon, Ga.

The report of the railroad and transportation committee showed considerable work handled by the transportation bureau in connection with the re-classification of lumber freight rates, handling of claims and disbursements for members, and in the recent embarge situation in New York City.

#### Second Conference Between National Association Officials and Representatives of Furniture Manufacturers

The December bulletin of the National Hardwood Lumber Association contains an account of the second conference between the committee of the National Hardwood Lumber Association and heads of the furniture manufacturers, which took place at the association rooms on December 15. The first of these conferences was held on September 16 of this year. The conferences have for their object the wisdom of better understanding and more comprehensive co-operation between the two divisions of hardwood buying and selling trades respectively represented. The committee acting for the lumber association was composed of Hugh McLean, Buffalo, N. Y.; W. E. DeLaney, Cincinnati, O.; G. Von Platen, Grand Rapids, Mich.; C. H. Barnaby, Greencastle, Ind., and J. W. McClure, Memphis, Tenn. The furniture men's committee was composed of C. H. Hill, Chicago; F. A. Hannahs, Kenosha, Wis.; J. F. Kruender, St. Louls, Mo.; George P. Hammer, Holland, Mich., and Charles McDougall, Frankfort, Ind.

## With the Trade

#### Big Wisconsin Timber Deal

Hyanwoon Ricord has received word that the C. C. Collins Lumber Company, Madison, Wis., has purchased the entire holdings of the Robbins Lumber Company of Rhinelander, Wis., with the exception of railroad equipment, and that the Collins company has already taken possession.

John D. Ross of the Brooks & Ross Lumber Company, Schofield, Wis., is interested in the C. C. Collins Lumber Company and in this way is interested in the acquisition of the Robbins plant.

#### Plans for Export Line Forming

It is understood that there will be a meeting in Memphis shortly of the gentlemen interested in the launching of the Exporters' Line. Readers of the Hardwood Record will recall that these gentlemen held a meeting in Memphis some weeks ago at which time it was announced that ships would be operated under ownership or lease between Gulfport, Miss., and Mobile and certain ports in Europe, and that this service would begin around the first week in December. However, the gentlemen interested in this enterprise have felt that there was comparatively little need of hurrying under present conditions, with the result that they are awaiting a favorable opportunity to push this project. W. H. Russe of Russe & Burgess, Inc., is authority for the statement that application for the charter has already been drawn and that it will take very little time to get this instrument and to fully perfect organization. He further said that there would be a meeting of those interested in this enterprise before the beginning of the new year. Eight lumber export firms at Memphis, as well as lumbermen, bankers and steamboat men at Gulfport and Mobile, are identified with this move.

#### The Hitt Planing Mill and Box Factory at Chattanooga

Formal application for charter for the Hitt Lumber & Box Company, Chattanooga, Tenn., with a capital stock of \$100,000, was filed in the county clerk's office on December 10. The incorporators are H. H. Hitt, W. H. Burch, James W. Jones, G. H. Evans and D. W. Evans. The organization was perfected on the date that the charter was applied for. H. H. Hitt is president, G. H. Evans, vice-president, and W. H. Burch, secretary-treasurer. Directors will be J. H. Jones, D. W. Evans, H. H. Hitt, G. H. Evans and W. H. Burch. Messrs, Hitt, Burch and Jones live in Decatur, Ala.

The company has acquired the mill formerly operated by the King

Baxter Lumber Company, and in addition to a general planing mill business, for which the plant is already equipped, a box department will ... installed. The general planing mill business will begin operations about January 1 and the box department about February 1. Machinery has been ordered for the latter department and delivery is expected in thr weeks from the time of formation of the company. From \$10,000 to \$20,000 have been expended in new equipment and machinery, principally in the box department. One hundred men will be employed by both departments.

The company will manufacture, in addition to boxes and regular of a new mill stuff, cabinets for sewing machines and phorographs, finished in the white. It is announced that Mr. Hitt will be actively in charge of the entire operations at Chattanooga, although he and Mr. Burch will continue to make their home at Decatur, for the present at least. The purpose of the new institution is to do a general retail lumber and planing mill business and conduct a wholesale box business. The yarl will contain all kinds of high grade lumber for local use. It is stated this Chattanooga plant is only the first of a system of retail yards which the Hitt interests hope to install in several southern cities. Other cities are already under consideration for plants of a similar character which will embrace the installation of the most modern delivery service for the retail trade.

#### W. W. Lindsay

William Wallace Lindsay, secretary-treasurer and manager of the Hatten Lumber Company of New London, Wis., died at New London on December 6. His death instantly followed an attack of heart trouble which occurred while Mr. Lindsay was in the office talking to his brother Robert.

Mr. Lindsay was the son of Arthur and Letetia Lindsay and was born on a farm near Manawa, Wis., July 17, 1872. He was raised on the farm and graduated from the Little Wolf High School, later becoming identified with the Little Wolf River Lumber Company, where he was associated with N. H. Hatten and his father and brothers in the office. In 1906 he removed to New London and was married in the same year to Miss Harriet McCullough of Janesville. Mr. Lindsay was prominently iden tified with public affairs, having served several times on the board of education, as alderman and as a member of the Light and Water Commission of New London. He was active in the Citizens' Lecture Course committee and was one of the executive committee of the Advancement Association. Mr. Lindsay was also an active church man, being associated with the Methodist church of New London. He was also president of the First National bank.

#### Wolfert-Booth Lumber Company

The latest firm incorporated at Little Rock, Ark., is the Wolfert Booth Lumber Company, which took out papers of incorporation early in the month with a capital stock of \$5,000, fully paid up. The company will have offices in the State Bank building and will engage in the wholesaling of car and bridge oak and general southern hardwoods.

J. S. Wolfert is president, J. H. Maassen, vice-president, and Edwin Booth, secretary-treasurer. Mr. Wolfert is an old time millman and still retains hardwood manufacturing interests in Arkansas. He will be the active man in the business. Mr. Maassen is connected with the Fullerton-

Powell Hardwood Lumber Company of South Bend, Ind., as southern representative, and Mr. Booth is connected with the Chicago Lumber & Coal Company at the Farrell, Ark., plant.

#### A Rosser That Works

The J. A. Weber Company, 1456 Oakwood street, Toledo, O., is the manufacturer of the rosser, illustration of which is shown herewith. This machine has long since passed the experimental stage and in some cases has been operating with remarkable success for several years. It is now installed in a considerable number of well-known sawmills,

The principle of the rosser is that it operates ahead of the saws to remove mud, ice, grit, pebbles and similar material. It is designed for all types of saw, hoop and handle mills, and to be used especially on muddy, icy and gritty logs.

The rosser cuts a path the depth of the bark onehalf inch wide while the log is moving toward the saw, thus removing all obstacles to sawing without any loss of time. In other words, the rosser will clean the log just where and when it is needed. It greatly saves the main saw, reduces the expense in the filing room and saves the great expense of peeling or chopping the bark from the logs. In many cases it improves the quality of the stock.

The rosser arm works automatically and is controlled by the sawyer's knee or hand, whichever is most convenient to the operator. By pushing the lever to one side the rosser arm lifts itself to the frame and is automatically thrown out of gear. Then by pressing lever in opposite direction the arm lowers to log and automatically takes action again. The rosser will ride over any log regardless of size or shape and will also mount over knots and immediately follow right back on log. The depth of cut is controlled by the rope indicated by sawyer's hand, as shown in the illustration.

#### Royer Wheel Works to Be Reorganized

The Royer Wheel Works Company, Aurora, Ind., were bid in at a public auction sale at Aurora last week by Louis T. More of Cincinnati, representing large creditors of the company. The plant was sold as a going concern by received Joseph C. Small to Mr. More for the sum of 860,150, The wheel works have been in the hands of a receiver for two years. The company will be reorganized at once and the business continued. Mr. More said that the conditions under which the new company would operate would be very favorable and that plans for the extension of the business were under contemplation. The new company will be organized as an Ohio incorporation.

#### Diamond Iron Works Adding New Customers Right Along

The Diamond Iron Works, Minneapolis, Minn., manufacturers of mill and transmission machinery, send Hardwood Record the following list of installations of various equipment as manufactured by that company:

The Texas Company of Houston, Tex., has recently purchased a 48"
Diamond double anvil hog for its mill at Morgan City, La.
Rusk Box & Furniture Company of Hawkins, Wis., is installing a 52"
circular saw splitter built by the Diamond Iron Works.
The Scott-Graff Lumber Company, Duluth, Minn., is installing a 10"x36'
steam feed furnished by the Diamond Iron Works.
The Goodman Lumber Company, Goodman, Wis., has equipped its carriage with the latest model of track offset manufactured by the Diamond
Iron Works.

riage with the latest model of track offset manufactured by the Diamond Iron Works.

Jordan River Lumber Company, Gulfport, Miss., has ordered three 48" six arm Diamond clutch pulleys to drive its band mills and edger.

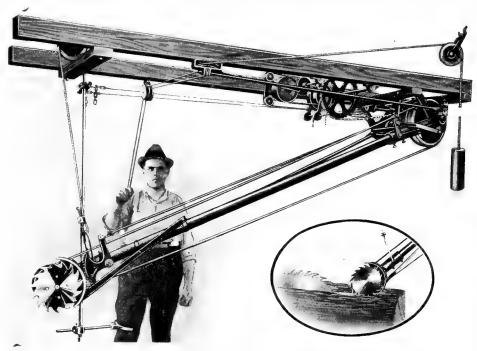
The Poplarville Sawmill Company, Poplarville, Miss., is installing a new line of live rolls furnished by the Diamond Iron Works.

The Diamond Iron Works of Minneapolis, Minn., are furnishing a complete outfit of machinery and transmission for the new lath mill for the Cloquet Tie & Post Company, Cloquet, Minn.

The Finger Lumber Company, The Pas, Man., has purchased the machinery for a new log haul-up from the Diamond Iron Works.

Large Car Company Dismisses Receiver

Signalizing the lifting of the receivership of the Barney & Smith Car Company, Dayton, Ohio, the whistles of that great industrial plant kept up a merry tune for some time December 15. This is one of the greatest plants in the Middle West and a great boon to Dayton. troubles were caused by damages sustained by the Ohio flood of 1913. The report filed with Judge Snediker by President-Receiver Eastabrook shows that there are orders on hand and work under way insuring an income sufficient to meet all debts and obligations. The amount of cash on hand November 15 was \$427,136.75, and the accounts and bills receivable amounted to \$220,326. By the issuance of debenture notes to the amount of \$600,000 the company was enabled to wind up the receivership under which the plant had been operated since June, 1913. In the application for discharge, Receiver Eastabrook stated that sixty-seven and a half per cent of the claims of the unsecured creditors had been paid. There is now due unsecured creditors \$716,106.38, of which 93.39 per cent is represented by creditors who agree to accept the face of their claims



A LOG ROSSER WHICH HAS PROVEN IT CAN DO THE WORK

#### Boston Line Installs Creosoting Plant

# Pertinent Information

#### The Forester's Report Exonerates Lumbermen

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The report prophesies greater activity in all departments during 1916, with larger revenues for the new fiscal year due to the general improvement in business which has already been felt in the national forests as shown by an increase during the first three months of the fiscal year of about \$119,000 over the same period of last year. The total revenues during the past fiscal year were \$2,481,469,35.

#### The New York Embargo Situation

The freight situation at this city has not shown the improvement rail-road men hoped for when the embargo was ordered against export shipments of lumber and flour, and so slow has been the work of releasing loaded cars that a further embargo effecting all freight consigned to New York, lighterage delivery, has been made. This means that all roads terminating at points on the west tide of the river have closed down on New York delivery, leaving open only the New York Central and the New Haven lines. In the case of the New York Central, only team track delivery can be made. It has been stated that ninety per cent of the freight consigned to New York must be lightered so the seriousness of the condition can hardly be exaggerated.

The Pennsylvania Company is now accepting lumber freight only when the originating point is on its main line; freight coming over its lines but originating on another line is taken only for points west of Waverly, N. J. This shuts out Newark, Jersey City and other towns in New Jersey.

The lumber trade is feeling the embargo and some dealers are badly in need of supplies that were shipped weeks ago but are still far from destination.

When the embargo will be lifted no one knows. The case is an unusual one and so far has been beyond the foremost railroad men in the city. It is estimated that 40,000 loaded freight cars are held up at New York terminals and surrounding yards. The scarcity of vessels to move the exports is blamed for the present state of affairs, but receivers of freight

here care little about the causes and are hoping for some means to bring about more normal conditions.

#### Baltimore Exports Improved

The export situation, as disclosed by the statement of foreign shipments of lumber and logs from Baltimore, for November, shows great improvement as compared with the previous month, the total declared value of the shipments being almost three times those for October. A number of the items on the list made gains, some being of considerable importance. The item of logs, which for a time was entirely lacking, once more finds a place in the exhibit, proving the assertion of needs which might readily be real to the reliable to the conductors out for the

the first control of the that render not a development impossible to be first cotton to one of the Gam appear to be in very fair demand on the other side while the spruce shipments continue large, not to the first of the action of the trivial of the inverse and the Peplan, which would for a time to the first of the action of the shipments, that the first of the development of the action of the shipments. The first of the development of the action of the first of the first of the action of the law of the first of the development of the action 
	Novem	ber, 1915	November	. 1914.
	Quantity	Value	Quantity,	
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Shooks, others	2,583	2.841	1.572	1.764
~ t 1 · · ·	22018/10	12,324	7.435	1,220
In an American		145-11		1.566
fartist its		2.290		3.041
Lree nates		4500		
Wood, Manufactures of		11,675		-5,666
Totals.		8122,109		\$45,415

#### Optimistic Figures Shown in Association Report

Secretary W. H. Weller of the Hardwood Manufacturers' Association of the land of State and secretary is a complation of November sales and shows a gain in volume over the month of October as reported by the same members of 28 per cent. This result hears out in very convincing manner the statement made in the market letter of November 30, which gave a review of conditions as found by a careful canvass. The situation today is undoubtedly better than it has been for a long time and has every appearance of permanence. Many mills advise that they are sold up on some items and are refusing orders, and that the demand for bill oak, switch ties, etc., is increasing.

#### Wagons for Russia

A recent commerce report contains a notice that farm wagons of ash with eak hubs. In three sizes, are needed in large numbers in the Caucasus and northern Russia, as the actual source of supply is insufficient at present. Prices now range from \$39 to \$41 each, delivered at Omsk. These prices are exceptional, it is stated, and not likely to be maintained in normal times.

#### American Lumber in Australia

Franklin H. Smith, who recently returned from a tour of possible lumber consuming points in the far East, has just published his report on Australia. The bulletin says that Australia is particularly interesting to American lumbermen because it depends almost wholly on foreign supplies of soft, easily worked woods, as the native timber is tough, difficult to season and very hard to work. In normal times the total imports of timber are valued at \$13,000,000, of which the United States furnishes about \$7,000,000. This, however, consists mostly of undressed timber, and Mr. Smith's report is concerned largely with the prospects of increasing our sales of dressed timber, which has heretofore come mainly from the Baltic regions. Since the beginning of the war regular intercourse with the Scandinavian countries has been cut off, and hence there is an increased sale of American dressed products, especially flooring.

Mr. Smith makes the interesting suggestion that there should be a serious attempt to popularize the American bungalow style of dwelling in Australia and thus broaden the field for lumber. He says that no type of house could be better adapted for the suburban sections of the larger cities, and yet thousands of brick or stone houses have been put up and roofed with unsightly corrugated iron.

The bulletin contains some valuable information on tariffs, native timber resources, foreign trade, the principal lumber markets and the lumber trade of New Zealand. The booklet is for sale by the Superintendent of Public Documents, Government Printing Office, Washington, D. C., under the heading Special Agents Series No. 109, and will cost five cents.

#### Building Operations for November

The showing presented by the building industry throughout the United States for the month of November is so splendidly favorable as to be almost amazing. It would look as if a tremendous wave of activity had swept over the country during the month, energizing construction work almost everywhere. Official reports received by the American Contractor, Chicago, from 70 of the principal cities of the country show that the building permits issued for the menth total \$60,129,378, as compared with \$34,342,475 for November last year, an increase of 75 per cent. The improvement, however, while a reality, is somewhat exaggerated for the reason that the business of a year ago was especially depressed as a war reaction. The building permits for November, 1913, totaled \$41,005,514. Comparing the aggregate last month with that of the corresponding

month two years ago, the increase is less than 50 per cent, instead of 75. But the size of that gain indicates strongly that the present business is above normal and no doubt includes a lot of deferred plans, the execution of which is now made possible by the ease of the money market. A careful study of the tabulation below reveals the large gains made by most of the cities. Only 15 of the 70 make unfavorable comparisons.

Another most gratifying circumstance is that the very large gains made during November have swung the comparison for the year to date over on the right side. The total for eleven months this year is \$639,204,-144, as compared with \$605,864,119 for the corresponding period last year. an increase of 5 per cent. The detailed statement follows:

Nov. 1915 Nov., 1914 Gain Loss

	Nov., 1915	Nov., 1911	Gain	1,058
Akron		8 179 395	198	
Albany Atlanta Baltimore Birmingham Boston Buffalo Cedar Rapids Chattanooga Chicago Cincinnati Cleveland Columbus	588,305	301,578	95	
Atlanta	284,647	232,104	23	
Baluniore	$\begin{array}{c} 690,478 \\ 121,904 \end{array}$	274,980	151 59	
Poster	3,035,573	76,710 1,366,778	122	
Duffelo	788,600	498,000	58	
Codar Panide	119,000	250,000	110	52
Chattanooga	53,532	00 0 0 0	Š9	
Chicago	10,561,600	6,513,150	67	
Cincinnati	790.965	326,210	135	
Cleveland	2,434,715	2,153,645	13	
Columbus	347,350	377,385		7
Dallas	269,418	133,850	101	
Dayton ,	131,075	53,625	144	
Denver	312,085	134,410	132	
Des Moines	125,070	134,410 13,302 1,103,580	34	
Detroit	3,482,680	1,103,580	215	
Cleveland Columbus Dallas Dayton Denver Des Moires Detroit Duluth East Orange Ft. Wayne Grand Rapids Harrisburg Harriford Indianapolis	204,371	189,510 79,605	12	
Et Wove	89,018 $163,525$	160,975	62	
Grand Ranids	335,325	171,425	96	
Harrisburg	84,375	34,000	14%	
Hartford	707,709	399,385	7.7	,
Indianapolis	438,823	265,190	65	
Kansas City	724,115	$\frac{341,220}{39,475}$	112	
Lincoln	186,705	39,475	373	
Los Angeles	1,000,239	785,310	27	
Louisville	246,030	151,600	62	-
Manchester	111,898	\$7,665	28	
Hartisia Indianapolis Kansas City Lincoln Los Angeles Louisville Manchester Memphis Milmoutes	191,485 1,123,925	133,275 643,888	74	
Milwaukee Minneapolis Nashville	1,539,225	703,615	119	
Nashville	108,665	33,655	9.92	
Newark	641.385	373,627	223 72	
New Haven	966.080	315,755	206	,
New Orleans	156,551	69,632	125	
New York City	$156,551 \\ 14,241,740 \\ 4,601,215$	5,403,693	163	
New Orleans New York City Manhattan	4,601,215	2,058,244	123	
Bronx	$\frac{3,355,038}{4,282,576}$	445,013 1,617,445	649 165	
Brooklyn Borough of Queens. Richmond	1,760,359	1,148,586	52	
Dichmond	242,522	131,405	84	
Oakland	455,460	281,769	62	
Oklahoma	99,765	1,509,915		93
Omaha	656,075	133,583	391	
Paterson	149,585	46,961	218	5.4
Peoria Philadelphia Pittsburgh	197,575	$\substack{\frac{605,200}{1,240,530}\\777,368}$	2.4	67
Philadelphia	2,408,665	1,240,530	94	15
Portland	663,312	453,830		53
Richmond	210,595	130,638	111	
Rochester	$275,251 \\ 817,254$	397,530	105	
St. Joseph	64,819	36,410	78	
St. Louis	782,943	650 029	20	
St. Paul	619,764	710,697		14
Salt Lake City	$\frac{156,705}{127,340}$	$\frac{171,800}{210,575}$		- 9
San Antonio	127,340	210,575		39
Schenectady	60,425	76,385	262	20
Scranton	$\frac{322,164}{798,810}$	98,852 229,615	248	
Seattle Shreveport Sloux City South Bend	55,683	77,764	~43	28
Siony City	194,297	84,477	130	2.17
South Bend	77,200	16,275	375	
Spokane	46,475	55,700		16
Spokane Springfield, Ill. Syracuse	147,145	55,100	167	
Syracuse	$\frac{147,145}{608,324}$	235.365	158	
Tacoma Toiedo Topeka	75,465	270,655	2.1	109
Totedo	535,755	276,676	94 98	
Торека	69,650 70,735	35,105 37,450	89	
Troy Utica, N. Y	151,035	96,300	57	
Washington	594,925	419,544	42	
Wilkes-Barre	48,535	76,493		36
Wilkes-Barre Worcester	354,839	424,124		16
Total	\$60,129,378	\$34,342,475	7.5	

#### Georgia College of Forestry

Alfred Akerman, acting dean of the Georgia College of Forestry, announces the inauguration of that course in Shamrock Forest, a tract of 920 acres in Greene county, Georgia. A tract of 320 acres in Towns county has been secured for a summer camping site, the timber lying about 2,500 feet above sea-level, on a shoulder of Brasstown Bald. A winter camping site has been offered on a large tract of long leaf pine in Liberty, Tattnall and Berrien counties.

The plan is to spend part of the junior year on the Towns county tract and part of the senior year on the South Georgia tract. This will familiarize the students with all of the important timber trees of the eastern United States except spruce, and it will afford an opportunity for practice in surveying and cruising.

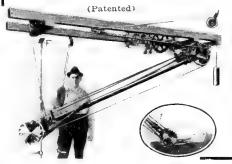
The Georgia school is the first to adopt Dr. Schenck's old plan of baving each student mounted, thus increasing the range of territory available for study. It will also accustom the prospective forester with the conditions under which he will work if he passes through the apprenticeship of the

The plan calls for two foresters to give the forestal courses and lectures and examiners in the other subjects. The course is divided into six terms of five months each and will cover a period of three years. There are two vacations a year of one month each. The first term will begin the

#### PRACTICAL ROSSER THAT WORKS

By entirely removing gritty matter it saves saws, cuts filing room costs, makes better lumber and saves power.

#### MADE BY J. A. WEBER CO., 1456 Oakwood St., Toledo, O.



One Large User Writes:

One Large User Writes:
Gentlemen: We are certainly pleased to recommend your Rosser First, a great saving to saw; second, saving in filing room; third, better grade of lumber. From the spot the gravel is struck, we only got bad lumber and used excessive power. Since our loge mostly come to us by rail we get the benefit of the grit and gravel from these cars. We could not do without this improvement, and wish to say it's a great saring of time and labor, and can heartily recommend same to any saw mill owner.

STRUTHERS COOPERAGE

STRUTHERS COOPERAGE CO., Romeo, Mich.

first Thursday in July and end the first Wednesday in December. second term will begin the first Thursday in January and ends the first Wednesday in June.

#### Opens New Bids for Philippine Concession

The War Department, Bureau of Insular Affairs, Washington, D. C. states under date of December 17 that on October 1 the Bureau of Forestry, Manila, invited bids for a long-term exclusive concession covering the so-called Regay Gulf or Mt. Labe tract, lying to the north and northeast of the headwaters of Regay Gulf, in the provinces of Tayabas and Ambos Camarines. As no satisfactory bids were received, the Bureau of Forestry will receive and open and act upon at any time any suitable application for this valuable concession. The Bureau of Insular Affairs, Washington, is prepared to furnish to those interested full information regarding this tract.

#### The Terms Are Reversed

Ships usually carry cargoes, but it is outside the natural course of events when a cargo carries a ship. That happened to the schooner "William T. Lewis" last September near Berehaven, England. It was loaded with Douglas fir, and was shot full of holes by a German submarine in an effort to sink it, but it was buoyed up by its cargo and refused to sink. It was finally towed to port and saved.

#### Pontoons for Flying Boats

The manufacture of pontoons for flying boats is becoming a specialized department of woodworking. Two sheets of veneer, each one-eighth of an inch thick, are glued face to face, with cheesecloth between them, and this forms the material of which the flying boats are made. Experiments have shown that a sheet of mahogany and a sheet of Spanish cedar are about the best that can be used.

#### World's Record Claimed.

The big plant of the Great Southern Lumber Company at Bogalusa, La., claims to have recently set a world's record in the matter of a single day's cut. In twenty-two consecutive hours the total lumber output was 1,006,000 feet. That will probably stand until some other candidate claims first place.

## Hardwood News Notes

#### =≺ MISCELLANEOUS **>**=

The Toledo Bending Company of Toledo, O., has been reorganized. The Unionport Woodworking Company was recently organized at New York City.

The Rockford Cabinet Company of Rockford, Ill., suffered a loss by fire recently.

The Kimberly Woodworking Company has been incorporated at New Haven, Conn.

The Auto Car Company of Ardmore, Pa., has increased its capital stock to \$2,000,000. The Quaint Art Furniture Company, Syracuse, N. Y., has become a

voluntary bankrupt.

The Bell Manufacturing Company of West Monroe, La., has become a voluntary bankrupt.

The Diamond Lumber Company has started a wholesale hardwood lumber business at Wilmington, Del.

V. M. Doud has been appointed receiver for the Interior Finish Manufacturing Company of Tacoma, Wash.

The Hinton Veneer & Lumber Company has been incorporated with \$10,000 capital at McComb City, Miss.

The Spencer & Barnes Company, Benton Harbor, Mich., was adjudged a bankrupt on December 15 by Judge Sessions in the United States district court. No schedule of assets and liabilities was filed, the case being referred to Referee-in-bankruptcy Banyan.

< CHICAGO >

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# Clarence Boyle, Inc., Chicago WHOLESALE LUMBER

Always in the market for OAK, GUM and POPLAR

## Swain-Roach Lumber Co.

Seymour, Indiana

Manufacturers of Indiana Hardwoods

TWO BAND MILLS

10 cars 4 4 No. 1 Common Plain Red Oak. 10 cars 4 4 No. 1 Common Plain White Oak. 3 cars 4 4 No. 1 Common Quartered Sycamore, 3 cars 4 4 No. 1 Common & Better Elm.

We carry a well assorted stock of all Hardwoods.

# FOR SALE

# One Million Feet Oak One Year Dry

# 1" Plain and Quartered Red and White

BAND SAWN, cut from large Louisiana timber—60% and better 14' and 16'

Exceptionally High Grade

Aberdeen Lumber Company Pittsburgh, Pa. So the second of 
The Property Scientification of the second of the specific

Will be William Red to the control of a decomposition of the control of the contr

If I K is obtained by the Leader Action Mr. we are at the prominent to the first way at the prominent to the first with the Action of the Acti

to the O. Werneld of the I called Action Company, Evansyllic, at third the cooling of the National Venors and Panel Manufacturers' A countrie on Change last work and good an appointation for member tiplicid will duly admitted. As toward for his pains he was made chart, not the new uniform grading and inspection rules committee.

C. A. Goodman of the Sawyer Goodman Company of Marinette, Wis, was in the city for several days last week dividing his time between business and Claistnass shouling.

R. B. Goodman of the Goodman Limber Company, Goodman, Wis, was one of the northern lumbermen who went to Washington for the Federal Trade Commission hearing on lumber products. He stopped off at Chicago on his way back.

J. M. Wells of the Arkla Lumber & Manufacturing Company, St. Louis, Mo., spent a few days in Chicago last week conferring with J. F. Mingea, local manager of the company's interests.

R. H. Jones, who recently took up his work as sales manager for the C. W. Fish Lumber Company, Eleho, Wis, spent a few days in Chicago on his o turn from a trip East.

B. W. Lord of the Chicago Veneer Company, Danville, Ky., attended the meeting of the National Veneer & Panel Manufacturers' Association here last week and culminated a very active two years' terms of office, retiring in favor of J. T. Edwards of Medford, Wis.

J. D. Staples of the Northwestern Cooperage & Lumber Company, Gladstone, Mich., was in Chicago the greater part of last week. While here he attended the sessions of the veneer meeting

H. M. Merritt of the Merritt Manufacturing Company, Lockport, N. Y., was in town last week for a few days

Fred Sullivan of the firm of T. Sullivan & Co., Buffalo, N. Y., was in Chicago for several days last week.

Ray E. Pickrel of the Pickrel Walnut Company, St. Louis, Mo., one of the most progressive and flourishing walnut firms of the country, passed through Chicago recently on his way back to St. Louis.

George C. Robson, sales manager of the Kinzel Lumber Company of Merrill, Wis., came on to Chicago on Wednesday, following the preliminary meeting of Wisconsin sales managers at Milwaukee.

### —— ≺ NEW YORK >——

Sam E. Barr, wholesaler of hardwoods and flooring, returned last week from a trip to the South in the interest of business. He reports mill prices generally stronger and no large amount of stock on hand for quick removal. The mills are not anxious to take on new business for the market. Mr. Barr also reports an active demand for oak and maple flooring with prices materially higher especially for maple.

W. H. Hopkins and H. B. Nields of the New River Lumber Company, Cincinnati, were recent visitors to New York.

Charles J. Kammer, who has done much to foster, or push, the Concatenated Order of Hoo-Hoo in this district, was host at a dinner given to cats of this city on December 1. The occasion was in celebration of Mr. Kammer's election to the office of Supreme Jabberwock, which is no small honor, but one not too large for Brother K. About one hundred turned out to do honor to the local member of the Supreme Nine and they made a thorough job of lt.

## =< BUFFALO >==

An event of much interest to the Buffalo lumber trade is a banquet which is to be given at the Hotel Iroquois on December 28 to Councilman elect Arthur W. Kreinheder and Police Commissioner James B. Wall. C. Walter Betts is chairman of the committee in charge. The affair will not be so largely attended as some lumbermen's banquets here, as the number of invitations has been limited to about 100. Mr. Kreinheder has been devoting himself to a study of the department of public works since the decision among the councilmen to award that important office to him. He goes into office on January 1.

The indications are that Buffalo's building figures for this year will

# The HUDDLESTON-MARSH LUMBER COMPANY desire to announce that the firm name has been changed to

# Huddleston-Marsh Mahogany Company

and that they are now

# Importing Mahogany Logs and manufacturing same into Lumber and Veneer

with manufacturing and wholesale offices at

33 West 42d Street, New York and distributing yards and general offices at

2254-2266 Lumber Street, Chicago

where they will continue to carry their general line, including Fancy Woods, Veneers and Glued-Up Stock

Mills and Yards: Long Island City, New York

run not far from 12,000,000, which is fully up to the past records for this city. Up to December 1 the permits were in excess of the same period a year ago.

The lake lumber trade has been more to the apparent advantage of the Eastern lumbermen this year than for some time, as is shown by the movement of cargoes after December 1. The leading stock in hardwoods from that direction is maple.

M. M. Wall of the Buffalo Hardwood Lumber Company has been elected president of the New York State Motor Federation, representing 10,000 automobile owners. The federation has just concluded a meeting at Utica and one of the matters discussed was an automobile relief corps as related to war preparedness.

The H. T. Kerr Lumber Company had one of the last hardwood cargoes of the lake season, consisting of 700,000 feet of maple on the steamer W. H. Sawyer. The company has had in 5,000,000 feet of hardwoods this season.

The Standard Hardwood Lumber Company reports an increase in trade this month, much of it in plain oak. There is not much dry stock and prices show a tendency to stiffen.

The A. J. Chestnut Lumber Company, which has not been so very active during the recent dull stage of the lumber trade, is beginning to look about for new operations and will probably go back to New Hampshire for a resumption of its old development of hardwood flooring, having suspended the work when flooring prices went down.

Miller, Sturm & Miller state that business is picking up. Oak and maple are leading in the demand and poplar is a steady seller. Basswood has lately been moving less freely.

Davenport & Ridley have been having a good trade in thick maple, which is now one of the best selling woods. A large amount of beech is being moved right along.

The Yeager Lumber Company has been adding largely to its hardwood stocks on account of good business, finding oak, maple, ash and cypress among the woods in chief demand.

Charles N. Perrin of Blakeslee, Perrin & Darling has returned from a business trip to West Virginia. The yard is busy receiving as well as selling stock, maple being a leading seller.

G. Elias & Bro. are about ready to start work upon a new dock at the yard and all the material, including iron and concrete, has arrived. The hardwood demand is said to be improving.

F. M. Sullivan has lately been making a business trip to Chicago and the Michigan mills, looking over hardwood stocks at the latter. T. Sullivan & Co. say that December business is unusually good.

#### =**≺** BOSTON **>**=

In the account of business troubles of the local lumber interests are reported the assignment of C. H. Annable of Springfield, Mass., the bankruptcy of Wm. Henry of Greenfield, Mass., with liabilities of \$22,192 and Clinton W. Kinsella of Fairhaven, Mass., with liabilities of \$980,895.

A new boat and shipbuilding industry has been incorporated at Boston, known as Francis E. Perkins, Inc., with capital of \$25,000.

H. N. Mullan, senior member of the Mullan-Gilpin Lumber Company, was instantly killed on December 16, while walking on the B. & M. R. R. tracks, near the Everett depot, having been struck by a train which he evidently did not hear, on account of another in the opposite direction. He is survived by his wife and daughter, a sister in Pennsylvania and two brothers in Chicago.

#### —≺ BALTIMORE ≻—

John L. Alcock & Co. have finally gotten word from the shipment of Circassian walnut logs which left Batoum, Russia, shortly before the war was declared and which was last heard reported as having been taken into Constantinople for safety. This was long before Turkey got into the conflict, so that, for many months the shipment was believed to be secure. The entrance of the Ottoman Empire into the strife complicated conditions. The logs have been requisitioned by the Turkish government, and J. L. Alcock will look to it for reimbursement, making claims through the American ambassador. It is thought that the logs were taken for war uses. The firm had a short time before the war completed arrangements for the importation of Circassian walnut logs, which were to be distributed from Baltimore throughout the country among manufacturers of veneers and other consumers. One shipment, brought here by way of New York, arrived safely, and the second, which was to come direct to Baltimore, was on the way, as stated. It had been practically placed, so that the firm stands to face a serious loss by reason of the diversion of the cargo. Much was hoped from the arrangement to get import logs, the firm having found the trade in the United States very receptive to the proposition. The war, of course, has for the time being, halted this business.

The export situation, so far from undergoing any improvement in the matter of ocean freight rates and shipping facilities, has become even worse than it was. For a time it was possible to get some tonnage, but now there is every prospect that the exporters here will be cut off practically. Of course, the shippers have contracts, but these are of no

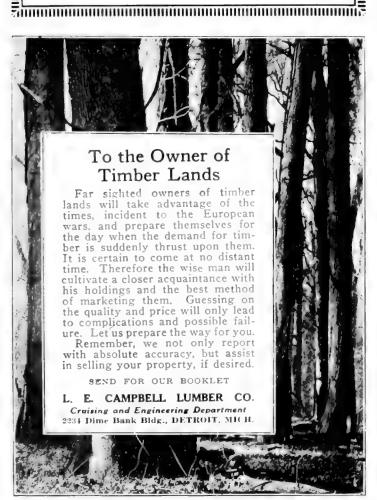
Low Prices
Versus
Cutting Value

You, Mr. Buyer, Know the Verdict

Our Stock Proves
Its Worth by Its
Cutting Value

See our list of dry lumber in "Hardwoods For Sale"
The parentine of, pages 50002, and ask us for prices.

Liberty Hardwood Lumber Co.
MAKERS OF GOOD LUMBER
Big Creek, Tex.



view whitever the steamship representatives refuting to extend them at the lights, cond-lance with the terms there f by the chieple expedient of a terstal carlings. About the only British pertopen now is Glasgow, and P appears to be odds a que tion of time when this, foo, will be could the trought conge then on the other side and other causes merving to come to deperture the line was a transfer widening, required to send our tantly in recongruence of troops ent obtained. Since the contracted the described appendix available vessels seems as extensive. Steamer of the various lines are being comtherefore, the tall transport by the land theoretically army supplies, and the filters that even with the expects of the British shipbuilding virst in its a it is those varies cannot be any more than to keep to a smalle serworthy, all of the drydeds being taken up with rgs, and other work. New con-truction I ned to be attempted. What with the right de truction of bettoms either by attacks at t rough the mischances hardly separable from operation under the construct enditions, with all the drawbacks of strain and the practical near it. of proving inexperienced men in charge, the losses of vensels are very great, and, according to the reports referred to, it is found impossible to make these losses good. Ships otherwise available for the trade, therefore, are being taken for the work incidental to troop movements, and the shipping other than that directly connected with this work, is allowed to remain in abeyance. According to advices received here notice has been served by the British government upon the steamship lines that they must give preference to foodstuffs and other necessities which go to maintain the nations at war, to the exclusion of things that could be used at other times, but which can be for the present dispensed with, the penalty for failure to give such preference being the requisitioning of the offending vessels. As a result lumber and logs are discriminated against, while grain, coal and similar commodities have the preference. The steamship owners are all the more disposed to comply because the prevailing freight rates give them enormous profits. The only solution would seem to be assistance on the part of the United States government in the way of acquiring vessels that are now idle. There was talk for a time of buying the interned German ships, but the British authorities gave notice that they would not recognize such transfers, and Germany has lately announced also that the interned commer-

Thus, Matthews & Son, who have decided to handle a line of hardwoods, are getting in their stocks and will be in position after the first of the year to take care of the wants of customers. The firm will carry a full assortment of all the hardwoods in general use. Mr. Proudfoot, manager, is now on a trip among the mills to place additional orders.

F. A. Ascherfeld, manager for the N. W. James Lumber Company, is at St. Joseph's Hospital, having been taken there in the belief that an operation for some internal trouble would be necessary. During his stay at the institution, however, his condition has improved to such an extent that the surgeons and physicians now incline to the view that the use of the knife will not be necessary.

The contract for lumber for the tabernacle in which the Billy Sunday meetings next February are to be held, has been awarded to Otto Duker & Co. The actual construction will be done under the personal direction of Billy Sunday's superintendent, who has had the drawings made and has attended to other details, R. P. Baer's connection with the matter being merely to see about the supplying of the lumber.

The \$200,000 sawmill which the Champion Lumber Company is erecting at Crestmont, N. C., is nearing completion, and the expectation is that the plant will begin to turn out lumber by January 10. The mill will be one of the largest in the East, and will be equipped with band and resaw. It will also have planing mill machinery for dressing stocks. Every appliance to facilitate operations will be installed.

#### **=≺ COLUMBUS >**=

The fifth annual meeting of the Ohio Manufacturers' Association was held at Columbus, Ohio, December 14, with about 150 members present. J. D. Sackler of Cleveland, spoke on "Untaxing Producer and Consumer," which was the principal address of the meeting. At the banquet Sloane Gordon, a war correspondent in Russia, spoke on "Experiences." Officers were elected as follows: C. D. McCoy, Coshocton, president; John G. Battelle, Columbus, first vice-president; John Kirby, Jr., Dayton, second vice-president; W. K. Leonard, Piqua, third vice-president; Malcolm Jennings, Columbus, secretary; George A. Archer, Columbus, treasurer and D. J. Ryan, Columbus, general counsel.

The Steele Brothers Lumber Company of Cuyahoga Falls, Ohio, has

increased its capital from \$20,000 to \$30,000.

At Geneva, Ohio, the C. W. Morley estate has been succeeded by the

J. G. Laird Lumber Company, with headquarters at Ashtabula, Ohio.
R. W. Horton, W. M. Ritter Lumber Company, says trade in hardwoods is active despite the holiday season. All prices are strong and show a tendency to advance. Some delay in shipments because of car shortage is reported. Buying on the part of retailers is active.

J. A. Ford of the Imperial Lumber Company, reports an improvement in the hardwood trade in central Ohio territory. Prices are firm and inclined

The W. M. Ritter Lumber Company has completed the work of rebuilding the mill at Blackey, Va., which was destroyed by fire several months ago. The mill is now in operation and has a capacity of 30,000 feet

daily. With the resumption of the Blackey mill all of the company's operations are now busy with the exception of the mill at Dry Fork, W. Va., and preparations are being made to put that mill in operation after the first of the year.

#### **=≺** CINCINNATI **>**=

Cincinnati lumbermen and shippers in general are greatly interested in the fight being waged by commercial organizations of central Kentucky, against the proposed new freight traffics affecting that section Guy M. Freer, manager of the traffic department of of the country. the Cincinnati Chamber of Commerce, was invited to participate in the discussion at a recent meeting at Lexington and asked to make a statement of Cincinnati's attitude toward the new rates. Mr. Freer was of the opinion that it was more of a matter for the Kentuckians to settle for themselves, particularly as he had not had the opportunity of taking up the matter directly with the local shippers. He was inclined to the belief that the railroads had some authority for increasing the Southeastern and Mississippi valley rates on account of an order of the Interstate Commerce Commission to remove the discrimination existing in through and local rates in that territory, the local rates being much in excess of the through rates, and, as was to be expected, the railroads evened things up by increasing the through rates rather than lowering the local rates. Mr. Freer advised that the petition of the Kentucky shippers be made separate from the Cincinnati petition to the Interstate Commerce Commission.

Recent comparative statistics issued by organizations allied with the building industry show that Cincinnati's industrial boom this fall and early winter is one of the greatest experienced in years and considerably in excess of many other cities of equal population and even larger. An analysis of the building conditions discloses that the great majority of the permits were for homes. The new court house was the largest job to get under way, although some extensive operations were undertaken in the remodeling line.

It was announced in lumber and car building circles here last week that the Chicago, Milwaukee & St. Paul Railroad is seeking quotations on 15,000,000 feet of lumber suitable for car building, which it is said, represents the 1916 requirements of that road for repair work in the various shops. The bulk of the lumber to be delivered on that order, when placed, is to be used in repairing freight cars. The specifications call for Douglas fir, pine and mixed hardwoods, and deliveries are to be made between the early part of the new year and next August. Well informed lumbermen here are of the opinion that a part of this order may be placed in the Cincinnati district.

The articles of incorporation were filed last week by the Advance-Rumely Company of La Porte, Indiana, with a capital of \$26,000,000, to manufacture, buy and sell stationary, portable and traction engines, corn shellers, plowing and threshing machinery. This is the company which recently bought in the old Rumely company, which went under the hammer. The directors of the new company are: John W. Platten, Mortimer N. Buckner, Frank N. B. Close, Finley P. Mount, Lewis J. Clarke, Stephen B. Fleming, Howard C. Smith, Henry H. Wehrane, Elisha Walker, Leo Smith and Joseph Daniels.

The contemplated merger of twelve large automobile manufacturing plants proved of considerable interest to Cincinnati lumbermen, inasmuch as several of the concerns are located in the Ohio district and are heavy lumber consumers. It is said that the Cole Manufacturing Company of Indianapolis, The Westcott Motor Car Company, Richmond, the Auburn Manufacturing Company, Auburn, the Interstate Motor Car Company, Muncie, and the Peru Auto Parts Company, Peru, are to be included in the big merger. It is reported that at least twelve companies would be included and that the capital of the new company to be formed will be between \$20,000,000 and \$30,000,000.

The Pittsburgh Railways Company, which recently purchased seventyfive "pay-enter" street cars from the Cincinnati Car Company, was so pleased with the product of the Cincinnati concern that the order was increased to one hundred cars last week. The Cincinnati Car Company is enjoying a period of great prosperity, and constitutes a heavy lumber consumer.

The American Tool Works, Cincinnati, is contemplating the expenditure of \$250,000 in the near future in the construction of an entire new plant. Particular attention will be paid in the plans to getting the structure in a position to be free from interference from high water during the spring floods.

The Cincinnati Carriage Makers' Club recently held its annual Christmas celebration at the Business Men's Club. A sumptuous dinner was provided by the committee on entertainment, etc., at which State Senator Louis Pink delivered an address. Senator Pink spoke on the necessity of close co-operation and value of club work and dwelled for some time on the many advantages every organization in the city would derive from the projected new union depot.

#### =≺ TOLEDO **>**=

The Toledo Bending Company reports an improvement in the call for rims, poles and shafts for wagons and carriages. The auto rim demand has also been well maintained. This concern is well supplied with stock. W. T. Hubbard, large hardwood dealer, states that there is a good

## Nickey Brothers & Bass

CONTROL OF THE PARTY OF THE PAR

Incorporated

desire to announce that the firm name has been changed

# Nickey Brothers, Inc.

We solicit your continued patronage

Memphis, Tennessee

J. K. WILLIAMS

A. T. WILLIAMS

# Williams Lumber Co.

(MANUFACTURERS)

# **WHOLESALE** HARDWOOD LUMBER

Band Mill Planing Mill Dry Kiln

Favetteville, Tenn.

We manufacture PLAIN and QUAR-TERED OAK, ASH, CHESTNUT and other HARDWOODS

Our Specialty is Quartered White Oak

We Manufacture Dimension Stock—Hickory a Specialty Having stood the rigid test of time and been pron unced ideal.

## Perkins Vegetable Glue

now gains still further distinction by being pronounced by United States District Court "meritorious and valuable, and a distinct advance in the art."

The Perkins patents were sustained in a decision by the court.

The Perkins Glue Company is the only company that has made of vegetable glue a perfect product.

J. M. S. Building

# Competition Stimulates Quality

A buyer's market invariably results in quality competition in manufactured goods—for obvious reasons. Quality competition without added quality to back it is disastrous—requiring more rigid guarantee of goods it means that the man not able to improve his product here and there to approach perfection is merely betting with himself on whether he will or will not have to make good on stock which, to get the order, he guaranteed.

# Perkins Vegetable Veneer Glue

allows you to make any reasonable guarantee with impunity. It does away entirely with blistered work, and can be shipped to any climate without fear—thus vastly increasing the sales field.

## Perkins Vegetable Glue

is guaranteed to be uniform, requires no hot, obnoxious glue room, will not sour, costs 20 per cent less than hide glue.

Use Perkins Glue and make your guarantee safe for you

PERKINS GLUE COMPANY SOUTH BEND, IND.

Originators and Patentees

call for clin and maple from the automobile manufacturers. Prices are showing a little added strength,

This is a sack time for the column business and the Booth Column Company is operating its factory at about half capacity on an eight-hour schedule. Prespects are good for a fine trade next season.

.The Gotsball Manufacturing Company is busy getting out timber and reports orders coming in well.

"Trade is showing a little more life." is the report of the Skinner Bending Company. The wagon trade has picked up remarkably within the past few weeks and auto rims are still in heavy demand.

Toledo is to have a permanent building exposition, to be located in the new business block at 210-16 Eric street. Leroy W. McAuley will be the manager. An effort is being made to have the exposition opened early next week. The space has been divided into 70 booths, a large proportion of which have een taken. An attendant will always be present to show and explain the displays.

A new million dollar business block is to be erected on Adams street. The new structure will have an Adams street frontage of 250 feet. E. H. Close, E. D. Libbey and other wealthy Toledonns are interested. Considerable hardwood will be used in the new structure.

#### ===≺ INDIANAPOLIS >==

A fire at Lawrenceburg, Ind., December 15, council a less of about \$15,000 to the plant of the Bauer Cooperage Company when a dry house containing more than 150,000 dried staves was destroyed. Insurance in the sum of \$16,000 was carried. Officers of the company announced that the plant was not inconvenienced seriously as the company owned eight other dry houses that were fairly well stocked. The origin of the fire is unknown.

John C. Deprez, seventy-one years old, a veteran furniture manufacturer of Shelbyville, Ind., dled at an Indianapolis hospital last week, where he had gone for an operation for cancer. He was one of the first men to engage in the furniture manufacturing business in Shelbyville Mr. DePrez had been a Mason since 1868. He is survived by a widow and three sons, all of whom live in Shelbyville.

Several local retailers in summing up the extent of their business for the current year declared a few days ago that business has maintained a standard like that of the last two years. Despite the fact that building operations suffered a slump of about \$1,000,000, demands from mandacturers have been such that most of the dealers report sales as large as during 1913 and 1914. The demand for building materials has been heavier during the last four months and it was predicted last week

that the value of building operations will be 100 per cent greater than they were for the corresponding period of last year. The gain for November was about \$175,000 over November, 1914. Predictions are being made generally that building will be carried out on a larger scale next year.

## =≺ EVANSVILLE >==

George O. Worland of the Evansville Veneer Company, reports trade active, with the plant being operated on full time. He regards the outlook for the new year very good.

The Guenther Furniture Company of this city, with a capital stock of \$10,000, has filed articles of incorporation with the secretary of state. The incorporators are: Louis A. and Benjamin F.' Guenther and Albert Schlazenbecker.

Tie men report the outlook for business during 1916 as good. During the past few years Evansville has become one of the greatest tie markets in the West. Boats bring in thousands of ties every month from points along Green, Barren and Pond rivers in western Kentucky and from here the ties are shipped by rail to all parts of the United States.

A permit for \$430,000 for the building of the new Hotel McCurdy at the corner of Upper First and Locust streets here was issued a few days ago. By the issuing of this permit the present year will exceed 1911 in building permits by over \$170,000. Building records were broken in 1911. The total building permits for this year amounted to about \$2,177,365 as compared to \$2,005,135 in 1911. Architects and contractors say a great deal of building is in sight for 1916 and they are looking for a good year.

The International Iron and Construction Company here, whose planing mill was recently destroyed by fire at a loss of about \$50,000, will rebuild the mill at once and make other improvements that will cost in the reighborhood of \$75,000

Paul W. Luhring of the Wolflin-Luhring Lumber Company, vicegerent snark for the Order of Hoo-Hoo of the southern Indiana district, is trying to get up a concatenation for Evansville some time early next year. He snys there are several prospective kittens in this "neck of the woods."

The Hartig-Becker Plow Company of Evansville has petitioned the secretary of state at Indianapolis to have its name changed to the William F. Hartig Plow Company.

The Chard-Lathe Company at Newcastle, Ind., recently purchased three motors which have a capacity of twenty-five, thirty and fifty horsepower,



EVANSVILLE, INDIANA 

to be used in driving the machinery in an addition to the factory that the company built.

Raymond H. Kintz, aged sixty-five years, one of the best known lumber dealers and contractors at Terre Haute, Ind., died a few days ago at his home in that city. He was a native of Perry county, Ohio, and had lived in Terre Haute for the past thirty-five years. He is survived by a widow, two sons and two daughters.

Welcome Whitaker, aged sixty-nine years, principal stockholder in the Goshen Buggy Top Company, at Goshen, Ind., died recently in the Harper hospital at Detroit, Mich., where he had been taken for treatment. He had been in failing health for the past fifteen years. He is survived by his widow and one daughter.

Henry Binkley, a pioneer carriage manufacturer at Tipton, Ind., and well known among the lumber manufacturers of that section, died a few days ago at Tipton and his body was sent to Indianapolis for burial. He established a carriage factory at Tipton in 1885.

Thomas Harding, aged ninety-one years who, for many years, operated a large fence factory at Lafayette, Ind., died a few days ago at Topeka, Kans. The body was taken to Lafayette for burial. His ancestors came over to this country on the Mayflower.

#### -----≺ MEMPHIS **>**=

The Ozan-Graysonia Lumber Company, of Prescott, Nevada county, and Grayson, Clark county, has filed articles of incorporation under the laws of Arkansas. The capital stock is \$1,250,000, of which \$1,000,000 has been subscribed. This company has been formed for the purpose of buying and selling timber properties, erecting and maintaining sawmills, lumber plants, ice factories and other facilities. The gentlemen who are identified with this are, W. N. Bemis, as trustee, J. E. Bemis, Duncan McRae, W. E. Grayson, N. W. McLeod, William Grayson, Ingram Grayson and H. S. Priest.

A. L. Banning, Jr., has already entered upon his duties as secretary of the Builders' Exchange. He was elected a short time ago to succeed N. M. Crawford, resigned.

It is announced that the Illinois Central will shortly after the beginning of the new year, start work on a car building plant here, which will involve a very great outlay and which will probably result in the concentration of the major portion of its car building and car repairing facilities on its southern lines at Memphis, including some of those now at Water Valley, Miss., on the south, and Paducah, Ky., on the north. Only a few days ago the Illinois Central began the construction of its car repair sheds here involving an outlay of \$200,000 and, if the car

building plant is erected here, it will very greatly increase the amount of money being spent at this point. The Illinois Central has the largest terminals at Memphis or any point outside of Chicago unless it be New

The American Car & Foundry Company, at Binghamton, is working on pretty full time and is giving employment to more than 700 persons. This is the largest number of men employed at that plant for several years. The management states that orders have been booked which will necessitate constant operations for an indefinite period and it is highly probable that it will be necessary to increase the number of men employed from time to time. The plant here, which is a branch of the American Car & Foundry Company of St. Louis, has been doing comparatively little since it was partially destroyed by fire more than a year ago. However, it appears to have taken on new life and is requiring considerable quantities of both yellow pine and hardwood lumber to take care of its needs.

W. M. Searight, formerly connected with the Searight & Reese Furniture Company, at Birmingham, Ala., has been chosen general manager of the Jennings-Starke Furniture Company, at Memphis. This is one of the largest furniture stores in this part of the country. Mr. Searight takes the place made vacant through the temporary retirement of L. N. Starke, vice-president of the corporation.

J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, has returned from Chicago, where he attended the meeting of the National Veneer & Panel Manufacturers' Association before which he delivered a talk on reclassification of lumber. Mr. Townshend urged this organization to co-operate with lumber interests throughout the South in all matters pertaining to changes of rates on lumber and lumber products. Mr. Townshend acts in an advisory capacity to this organization in traffic affairs.

#### =**≺** NASHVILLE **>**=

Greater activity is reported at many lumber mills throughout Tennes-The Lone Mountain Lumber Company and H. Fugate Company, near Harriman, Tenn., have resumed after being closed down on account of the slack demand following the war. Travis Smith, an operator at Jamestown, has started up three mills that have been idle for some time.

O. C. Ewing has sold a tract of timberland near Decatur, Tenn., to Small & Hagler, who will install sawmill to develop same. Another tract in the same territory has been sold by J. M. and W. J. Abel to W. H. Black and Charles Small, which will be developed.

P. T. Langan of Cairo, Ill., former supreme custocatian of the Concatenated Order of Hoo-Hoo, was a recent visitor to Nashville. He gave

## For the Eastern Trade =

there has a trush stopperty service means much We all ship any of the fill wine items from our Plant eyards 3 or 4 days after relighted order

Brown and White Ash, Basswood, Beech, Birch, Cherry, Chestnut, Gum, Hard and Soft Maple, Plain and Quartered Red and White Oak and Poplar.

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## The Atlantic Lumber Co. 70 Kilby St., Boston, Mass.

# Kentucky Oak

## Satisfied Artisans

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## Money Saved

I TS growing conditions ENFORCE an unvarying uniformity of color and grain. Its texture has a silky softness that delights and contents your workers.

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The following values,

#### All Kentucky Stock Should Attract You

17 - 4 4 M - 1 Common Part 15 cir 4.4 No. 1 Com & Better Chestnut

1 cer 44 H., k Sep Poplar
3 cars 44 No. 2 B and No. 3
Poplar
5 c. 14 No. 1 Com Poplar
6 c. 12 4 No. 1 Common &
Botter Quartered White
Oak
1 cr 44 1 t & 2n4s, Quartered White Oak
1 car 44 No. 1 Com, & Clear
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## E. R. SPOTSWOOD AND SON MANUFACTURERS

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#### THE POWELL MYERS LBR. CO. of SOUTH BEND, IND.

Solicit your inquiries for Oak. Ash, Hickory, Maple and Gum

## DIMENSION

OUR SPECIALTIES

Chair Posts and Rochers Band Sawed to Pattern. Furniture, Wagon, and Implement Stock.

the second interview a to the outlook of the hardwood lumber trade

A control of three standard dry ke'ns is being in talled by the Tenness ec. On the ray, Company of Nulscam, which will double its dry kiln car by the booking oak flooring

11 Notice I sufferment Care has received advice of an adverse despite in the supplaint before the Interstate Commission, contact the colleger transit privileges granted other large shipping point. The privilege is very important to a market, and the local or torner were such disappointed at the action of the commission. the corp did was against the I usyille & Nashville and other rail-

The Blacks Hardwood Lumber Company is a new concern incorporated at No bathe with authorized entital stock of \$20,000. The company has acquired timberlands at Blakely, Ga., which will be developed. C. E. Hunt, W. W. Smith, T. A. Washington, W. D., R. K., and L. M. Staley are incomporators

The Southern Lumber & Manufacturing Company of Nashville has filed a petition with the Interstate commerce commission, seeking to get a reduced rate on lumber from Nicks' Creek, Tenn., to Cincinnati. The present rate of 17 y cents is alleged to be unreasonable, and a reduction of 5 cent is sought. The petition is against the Tennessee Railway and Cincinnato, New Orleans & Texas Pacific.

#### =≺ KNOXVILLE ≻====

Lidward Vestal has just returned from a trip to North Carolina and reports a good upply of orders

The J. M. Logan Lumber Company has recently purchased another boundary of standing timber in Gilmer county, Georgia, consisting of a fine lot of white oak and yellow poplar. The firm expects to be ready to commence shipments in the early spring, of some exceptionally nice

J. W. Andes, Jr., of the Andes Lumber Company, has just returned from a trip South in the interest of his concern.

D. M. Rose & Co., and the Vestal Lumber and Manufacturing Company report that they have a very large supply of logs on their yards-and both mills are running about full time.

H. C. Kopcke is spending the holidays in eastern Pennsylvania. He expects to extend his trip calling on the trade in that section in the interest of Kimball & Kopcke.

Walter McCabe reports business good. He has quite a bunch of nice orders on file.

The Vestal Lumber and Manufacturing Company is exporting quite a number of cars of walnut flitches for gunstocks.

We are now having the first touch of winter-although considerable show has tailen it does not lay long on the ground but it very materially interferes with hauling stock to the railroad. As most of the hardwoods have to be brought over mountain roads, the supply will very soon be

There has been considerable complaints on account of car shortage on some of the roads.

#### ∹≺ BRISTOL ≻==

There is now more activity in manufacturing in this section than for some time past, due to improved market conditions. It is expected that the majority of the mills will run as regularly as the weather will permit, during the remainder of the winter.

The Graham County Lumber Company, which began operations this year, taking over the timber properties of the Whiting Manufacturing Company, is now installing a mill near Asheville, N. C. J. H. Matthews of the company was here this week en route to New York on business of the company.

The band mill of the Peter-McCain Lumber Company, which was leased by H. A. McCowan & Co., Salem, Ind., is now cutting walnut exclusively. The walnut stock is being cut up into gunstocks to fill European war orders.

The Damascus Lumber Company is now running its band mill at Damascus, Va., cutting stock for the T. W. Thayer Company. The latter company is operating its own mill at Damascus also.

As a result of the high prices now being received for wood extract, two large new plants are being erected in this section and the remainder of the plants are making extensive improvements, so as to increase their capacities. The manufacturers are now receiving more than double the usual price paid for wood extract.

W. S. Whiting will soon be ready to start his new band mill at Foscoe, N. C. The mill will have a daily capacity of 75,000 to 80,000 feet. A line of railroad is being built, which will connect with the Southern.

H. S. Dixon of the John T. Dixon Lumber Company, Elizabethton, Tenn., was here this week. His company is operating its mills full time and he is well pleased with the prospects for spring business, believing that 1915 will be a splendid year for the lumber industry.

It is reported that several mills along the Virginia & Southwestern, which have been idle a great while, will soon be put into operation. The R. E. Wood Lumber Company has resumed operation of its band mill near Blountville, while the Black Mountain Lumber Company has started its mill at Bluff City, after being idle for over a year each.

# ===== ≺ LOUISVILLE >=

Hardwood men report that the New York railroad embargo is holding back a lot of business that would be moving otherwise. The freight congestion in that market caused by inability to move goods shipped for export has caused the carriers to shut down on inbound shipments, and hence lumbermen are unable to take care of orders for delivery to the Metropolis.

John M. Woods of Boston, is the choice of Louisville lumbermen for the National Hardwood Lumber Association presidency, which will be decided at the annual meeting next June. Mr. Woods was formally endorsed at a meeting of the club held December 14. J. V. Stimson of Memphis and Huntingburg, Ind., is popular here, and was mentioned for the honor, but he told local friends that he did not care to have his name used in that connection.

T. Smith Milton of the Churchill-Milton Lumber Company, is promising local lumbermen a Christmas gift in the form of a lumber traffic bureau. Most of the details have been worked out, and the formal announcement of the way the proposition is to be handled will be made before the first of the year, as it is expected to have everything in running order by that time.

A pile of oak lumber looks a lot better to the average member of the trade now than it did a few months ago. With consumers asking for deliveries right along, and with prices hiking up every little bit, oak isn't the down-trodden proposition that it has been. Common oak is pretty near back on the normal basis of \$30 at the river, and on that basis a sawmill man has a chance of getting out without losing his hide.

Herbert Mengel, superintendent of the C. C. Mengel & Bro. Company, has returned from a trip to the "big town." He said that conditions in the metropolis look favorable, and that demand for mahogany veneers, as well as lumber and dimension stock, is improved.

Work is being rushed on the new plant of the Hoosier Panel Company of New Albany, as the new enterprise of the Indiana Veneer & Panel Company is to be known. The company has been incorporated with \$30,000 capital stock by Arthur L. Stout, Arthur O. Binford and James C. Bird. It is expected to have the plant running by April 1.

H. E. Kline of the Louisville Veneer Mills, and H. J. Gates of the Louisville Point Lumber Company, president and vice-president, respectively, of the Louisville Hardwood Club, are working on answers to questions sent out by the Interstate Commerce Commission in connection with the proposed reclassification of lumber and forest products generally. They will be sent in direct by the club, and it is understood that the tenor of the answers will indicate that the local manufacturers prefer that the classification remain generally in statu quo.

A mystery that interested Louisville hardwood men, on account of the prominence of the man involved and his position as a lumber buyer, was the disappearance of Henry F. Donigan, president of the Kentucky Rim & Shaft Company, of this city. He was gone for ten days before he was located in New York. It has been indicated that he will remain there for some time. The local business has been having its troubles, but is said to be in excellent shape financially, so that creditors are not worrying over the outcome. A committee has been appointed to operate the business for a time.

The furniture factory at Preston and College streets, which has been having the proverbial checkered career, is in new hands, the New Mission Furniture Company having been organized with \$60,000 capital stock for the purpose of operating it, succeeding the Old Mission Furniture Company. Jacob Christ, who was formerly superintendent of the Wilson Furniture Company of Louisville, is to manage the factory end of the proposition.

The retention of C. C. McChord of Louisville on the Interstate Commerce Commission was highly satisfactory to bardwood lumbermen. Mr. McChord is, of course, judicial and impartial, but the fact that he is thoroughly familiar with the lumber business makes the hardwood men feel that they have a friend at court who will look with sympathetic interest at their troubles and strive to give relief in every legitimate way.

The activity of the furniture factories, as well as the panel plants supplying them, is giving a chance to move a lot of low-grade hardwood lumber which has been draggy for some time. The requirements of the trade for corestock material will give a big stimulus to this end of the business, and in fact has already done so to a marked extent. No. 2 common oak, for instance, is still a good buy at the price quoted, and will doubtless be purchased in considerable blocks by important users.

Heavy rainfall over a big territory has filled the Big Sandy, Kentucky, and other inland streams to overflowing, and incidentally has created a big log tide. It is expected that the river mills will get enough logs to run them through the rest of the winter, even if the January tide does not develop.

# —≺ ARKANSAS **>**=

The Major Stave Company of Ashdown beginning January 1, 1916, will operate a tight barrel stave mill at Camden, Quachita county, Ark. The location of this plant is due to the efforts of the Camden Chamber of Commerce Public Service Bureau. A contract with the owners for the erection of the stave mill was entered into by T. J. Gaughan,

# THE WILLIAMSON VENEER CO. BALTIMORE

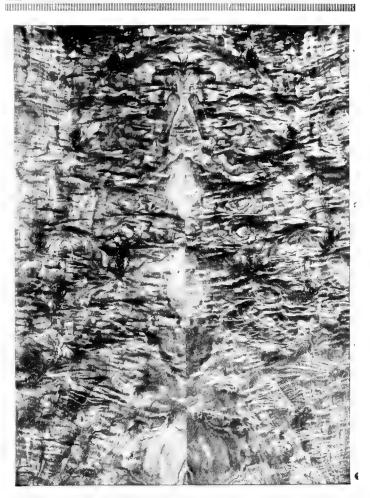




American Walnut
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# We are back on the job with a fine new mill

With over 80,000 acres of the best Hard-wood and Hemlock timber in the North and Saw Mill capacity of 40,000,000 feet of lumber a year, we are in a position to furnish you with Lumber, Lath, Shin-

to furnish you with Lumber, Lath, Shingles, Posts and Poles in small and large quantities for many years to come. Send us your inquiries.



Try some brand new lumber from a brand new plant run by Modern Old Timers

# Stack Lumber Company

Masonville, Michigan



# Miller Lumber Company

St. Francis Basin RED GUM

We are putting in pile 50,000 to 60,000 feet of Hardwoods every day and will have a well assorted stock in shipping condition February 1. Send us your inquiries.

MARIANNA, ARKANSAS

product and Warren I Kata — retary on December 11. The stave to was face a position of a Community of Strong person of the Community of Kyllesh owns and

I've a Westel to pare of Foreval. Ky which owns and a rate of the restriction of electric in Arkan contained a large finishing plant of Kernell Arkan is accountly partitioned the point of the Pekin Stave condition of the tension. The Content of the determines arise tustiness during the partition of the many finishess during the partition of the partition of staves during the partition of the pa

W. R. Colv. A. Sen, are tearing down their old coopering plant in Record. Are preparatory to creeting a large new plant at the name  $\mu$  (c). The new building will be 100 feet england 50 feet wide.

10. W. H. Perter Handle Congany's factory at Boirne, Ark., has respected operations after several week of billion

Work has been begun on the new box factory of Higginson, Ark, which is being built.

Various bills have been introduced in Congress by the Arkanian representatives affecting the national forest reserves in this state. Congressional T. H. carraway of Jonesboro, representing the first congressional distinct, has introduced a 540 which provides that fifty per cent of the proceeds from sales of under from the national forests in this state shall go to the agricultural schools at Jonesboro, Monthello, Russelville and Magnolia, and to the agricultural department of the state university at Lavettville, all of which are state institutions. Representative H. M. Jaceway of Dardanelle, representing the fifth congressional district, has introduced a bill by the terms of which the forest reserve in his district will be abolished. Like action has also been taken by Judge J. N. Tillman, representing the third congressional district.

# — ≺ MILWAUKEE >==

Lumbermen are interested in the fact that the Chicago, Milwaukee & St. Paul railroad has started work at its shops in Milwaukee on 500 ore cars. It is expected that the cars will be finished in February.

The Hildebrand Manufacturing & Supply Company of Sheboygan, Wis., has amended its articles of incorporation, increasing its capital stock from \$20,000 to \$50,000.

Fire of unknown origin recently destroyed the plant of the Northwestern Barrel Company of Milwaukee, causing a loss of \$12,000. Large piles of lumber nearby, belonging to the Steinman Lumber Company and the Tegge Lumber Company, were saved by the efficient work of the fire department. The Merchants' and Manufacturers' Association will assist the company in securing a new site. Temporary quarters have been opened at 185 Milwaukee street.

Wreckers who are razing the historic Plankinton hotel in Milwaukee, to make room for the Arcade building, which will occupy a portion of the Plankinton block, are finding that the lumber in the hotel is as good as when it was put into the structure forty or fifty years ago.

A contest has been started in the Milwaukee county court, as to who shall be the trustee of a \$50,000 trust fund left to Adrian Cameron by his grandmother, Mary Tibbits Cameron, widow of a well-known Wisconsin lumberman, who left an estate of more than \$500,000. The will was admitted to probate in 1906, but since that time the trustee has died and now the mother of Adrian Cameron seeks the appointment of trustee. This is opposed by Fred Tibbits, president of the Tibbits-Cameron Lumber Company of Milwaukee, who says that the boy's grandmother did not wish the mother to be trustee.

The Wisconsin Folding Box Company has been incorporated at Sturgeon Bay, Wis., with a capital stock of \$30,000, by Robert C. Totzke, Alfred Hanson and Luther Gard. The company will engage in the manufacture of patent folding boxes, berry crates, baskets and a general line of woodworking.

The will of Albert M. Murphy, former lumberman and capitalist of Green Bay, Wis., who died recently at Pasadena, Cal., filed by John H. Emmert of Detroit and Elbridge N. Murphy, Green Bay, a son, disposes of property valued at nearly \$2,000,000. The estate is left in trust to the petitioners. The widow, Mrs. Emma S. Murphy, will keep the residence and will receive \$3,500 annually. Mrs. Addie M. Broughton of Green Bay will receive a like sum annually. The remainder of the estate is to be divided among the children.

The interests of William Schrage in the American Parlor Frame Company of Sheboygan, Wis., have been purchased by Otto Wullweber of Chicago and F. Robert Conrad and E. A. Lutze of Sheboygan. The company was formed nine years ago by Mr. Schrage and Mr. Wullweber. Officers of the reorganized concern have been elected as follows: President, Otto Wullweber; vice-president, F. Robert Conrad; secretary, E. A. Lutze; treasurer, Otto Wullweber.

The plant of the MacKinnon Manufacturing Company of Grand Rapids, Wis., well-known wagon concern, has resumed operations and is now running full force.

The R. L. Frome Manufacturing Company, a box manufacturing concern of Howards Grove, Sheboygan county, Wisconsin, is erecting a substantial addition to its plant and will take up the manufacture of a new worm gear motor truck. The box output will be undisturbed.

Representative lumbermen attended the first of a series of ten lectures on the uses of lumber, given under the auspices of the extension division of the University of Wisconsin at the extension building in Milwaukee on December 7. Many members of the Northern Hemlock and Hardwood Manufacturers' Association who were attending the meeting of that organ-

ization held in Milwaukee were present at the lecture, as well as members of the Milwaukee Mill Workers' Bureau and the Wisconsin Retail Lumber Dealers' Association. Arthur Koehler, a government forest expert now connected with the federal Forest Products Laboratory at Madison, is in charge of the course. As an added feature at the first lecture, J. J. Lumm of Duluth showed three reels of moving pictures depicting logging operations in the longleaf pine district of the South. In his lecture Mr. Koehler laid particular stress on the structure and identification of wood.

The Green Bay Barker Company of Green Bay, Wis., has completed plans for the manufacture of a new line of drum barkers and is preparing to erect an addition to its plant. Arrangements will be made to also have the new barker manufactured at the Canadian plant of the company.

A study of structural timbers, their quality and strength, intended especially for engineering students, will be given by the government Forest Products Laboratory at the University of Wisconsin under the direction of John A. Newlin, lecturer in the forestry courses. More than twenty-five students have enrolled in the course, which will be given during the second semester at the university. The education of the engineer in the knowledge of woods has been much neglected as compared with his study of metals and cement, according to Howard F. Weiss, director of the Forest Products Laboratory. He purposes through this new course to fit the engineers to identify the various kinds of structural timber on the market, to recognize serious defects, to grade wood and bad structural timber and to know market prices.

The Edward Hines Lumber Company of Chicago has petitioned the federal court in Milwaukee to be released from all liability caused by the drowning of a number of men when three vessels went down during the gale which swept Lake Michigan on November 18, 1914. On that date the steamer C. F. Curtis, towing two barges, the Sendom E. Marvin and the Annie M. Peterson, left Baraga, Mich., for North Tonawanda, N. Y. The three boats went down and every one on board was lost. On November 27, Mrs. Lorinda J. Noll, widow of Julius W. Noll, assistant engineer of the steamer, filed a \$20,000 suit in the Milwaukee circuit court for damages for the death of her husband.

The Racine Stool Manufacturing Company of Racine, Wis., against which an involuntary petition in bankruptcy was filed some time ago, has filed its schedule in the federal court in Milwaukee. Liabilities are placed at \$207,730.13, of which \$67,094.12 are secured and \$136.117.45 are unsecured. Assets total \$238,587.55, consisting in part of the following: Stock, \$61,000; real estate, \$128,986.04; machinery, \$34,546.19, and debts due on open accounts, \$11,208.51. The first meeting of the creditors of the concern was scheduled to have been held in Racine on December 22. The failure of the Commercial and Savings Bank of Racine, whose collapse pulled down many Racine concerns, crippled the stool company.

The will of David M. Kneeland, well-known Wisconsin lumberman who died suddenly at Phillips, Wis., on December 8, filed for probate in Milwaukee last week, disposes of personal property of \$1,000,000 and real estate valued at \$300,000. The beneficiaries are the widow, Mrs. Cornelia B. Kneeland, the son, Pierson Kneeland, and the daughter, Mrs. Frances Kneeland Andrews. The will recommends that Charles Bigelow, Bay City, Mich., be made manager of the Kneeland-Bigelow Company and also of the Kneeland-Lunden-Bigelow Company, both of Bay City Percy S. McLurg will be manager of the Kneeland-McLurg Company of Phillips. The executors of the estate are the Wisconsin Trust Company, Mrs. Cornelia Kneeland and Charles Bigelow. The will was made February 3, 1914.

# The Hardwood Market

# **=≺ CHICAGO >**=

The Chicago situation is showing but slight inclination to mark time on account of the inventory season, but this feature will not have its usual bearing on account of the indisposition of the woodworkers to lose any advantage from better prospects for their own goods. The building situation in spite of early cold days is going along swimmingly and in fact about every line of trade which consumes lumber is doing well. There has not as yet been any wide talk of better prices, but all the local men are much encouraged over the stabilizing of values, which is general. The holiday season this year will be marked locally by better feeling in all directions because of many favorable causes that have been evident for a long time.

# **=< NEW YORK >**=

The market is full of interest and from all reports not a discordant note is heard. After a long period of quiet the demand for lumber has taken on a sprint which some say will continue for many weeks. Wholesalers are having no trouble in disposing of stock and retailers and manufacturers are quite ready to take large blocks at advanced prices. These firms are now reaping the rewards of sound business principles. The entire list is up in price and the tendency is still upward. Leaders in the market look for a banner year in 1916 and some men expect the activity to run over a period of longer duration.



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12 Months Dry

15 M ft. 4'4 No. 1 Common 30 M ft. 5'4 No. 1 Common 60 M ft. 6.4 No. 1 Common

# QUARTERED WHITE OAK

Extra Choice Widths

150 M ft. 4/4 No. 1 Common 12 M ft. 5,4 No. 1 Common

 PLAIN RED GUM.
 4/4 to 8/4

 SAP GUM.
 4 to 8/4

 PLAIN RED OAK.
 4/4

# Bellgrade Lumber Company

Memphis, Tenn.

# ARCHER Lumber Co.

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Specializing in Heavy Ash, Oak, Hickory and Thin Oak and Gum

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WHOLESALE Manufacturers and Exporters

Wire Orders Loaded Same Day Received

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**MANUFACTURERS** 

Hardwood Lumber, Rotary Cut Veneers, Rotary Cut Gum Faces, Cross Banding and Cores.

# ≺ BUFFALO >=

A generated by the following the following the hardwood varies. From the five and the following forms the following are working metacky and effective we have by plants have a code run of business. There is because the following the large from the interface for a first order to the inventory term is the first of the interface will be typically a part this year as the following term in the first of the first of the first of the first of the first order in the free state of the first order to the first order to the first order to the first indicate have been adding to their stocks, as assortments have been as g=1 deal derivated.

The known has a hor hold a cold in the market and a number of varies received as a cold or grade of maple or also making well, with a large date and for each received to a Phalmond is beginning to stiffen up in the cold belong the larger quartered out is beginning to stiffen up in the cold belong to the cold belong to the cold and the cold a

# → BOSTON >=

The correct of the which I mountly one of low tot in the hardwood trade, has continued to show unexpected activity. The volume of inquiry is far above the normal with a heavy proportion of actual purchasing. While the great amount of buying in softwood following so closely on the depressed period is held by some to effect an unwarranted extension of credit in the trade, the same does not apply to hardwoods, the greater part of the buying being to secure stock for constantly increasing orders. The speculative buying in softwood caused by the extreme advances in price is also absent in hardwood transactions where the increases in values both current and in prospect are not so definite. Local quotations indicate plain oak a little higher, quartered oak scarce and considerably firmer in price, ash very strong but in light demand, maple and beech active with a strong market, cherry being used but slightly and no heavy offerings. Black walnut has a steady but moderate call at no increased prices (with the exception of stock suitable for the munition manufacturers) and poplar gives no indication of assuming its former place in popularity or value, though some thicknesses are being called for in the making of "cases" for the large volume of shell shipments being made.

# ==≺ BALTIMORE ≻=

While it is only natural that with the approach of the holidays and the end of the year the hardwood trade should abate some of its activity, this is not to be regarded as a sign of weakness. When allowance is made for this periodical slowing down, the hardwoods are in good shape, with the demand quite brish, and the range of prices encouraging. If the advance is not so great as in some other classifications, especially yellow pine, the main reason is in the fact that hardwoods at the worst did not reach so low a point as that scored by the softer woods. To be sure, some sections have shown little or no improvement. This applies especially to Canada and the adjacent territory dependent upon the Dominion, where the recruiting of large numbers of men for the British army has unsettled business and hence lessened the purchasing ability of the people. Much substitution is being practiced, the Canadians shifting to their own woods wherever possible. This affects the hardwood trade in the northern sections to a material extent. The regions farther south and consequently little or not at all dependent upon the Dominion show a better tone, and seem to be getting back to a normal demand, with important gains noted in all the woods generally used. The better grades of poplar and sound wormy chestnut are undergoing recovery at substantial price increases. The one portion of the business which has not only shown no improvement, but faces serious checks, is the exports. Many of the exporters have orders in hand, but cannot find the vessels to take the shipments. Sailings to various ports have been practically suspended, and the outlook is very discouraging.

# =< COLUMBUS ≻=

The hardwood trade in Columbus territory during the past fortnight has been rather active, in spite of the approach of the holiday season and the semi-annual inventory period. Dealers are buying to replenish stocks and a large part of the orders are for shipment immediately after the first of the year. The tone of the market is much better in every respect and future prospects are brighter.

Prices are rather firm. All changes which have been announced recently have been towards higher levels. This is especially true in quartered and plain oak and in poplar. Chestnut is still one of the strongest points in the market and sound wormy is especially active. Basswood is firm and the same is true of ash.

The car shortage is having its effect on the market at this time. Shipments are delayed and prices have been influenced. The shortage is the most marked on southern roads. It is believed that the lack of cars will grow worse as the winter season advances.

While buying is pretty equally divided between retailers and factories, still the former are the better customers at this time. Retailers' stocks are light and they are now making a stronger effort to accumulate a

small surplus. Trade with dealers has been good, as inside construction work continues rather actively. Rural dealers are buying better, as farmers have been extra good customers. Factories making vehicles and furniture are in the market for increased stocks. Buying by box factories is also growing in importance.

# -----≺ CINCINNATI ≻=

An early winter demand from the consuming factories is one of the most encouraging features of the present Cincinnati hardwood market. There is a general tendency noted throughout the trade to buy more freely, optimism apparently taking the place of pessimism. The improvement in the hardwood lumber market now is being taken on its face value as genuine and there are few indeed, who fear any decided slump throughout the winter months. Already there is a decided stiffening of prices and in some instances material advances have been noted.

The demand from the woodworking plants is keeping well up to the mark established a month or so ago, the steady continuance of building operations despite the season of the year bolstering up confidence in a remarkable degree. The furniture manufacturers are resuming operations on an extended scale and the dealers are being considerably rushed to take care of their demands for oak, plain and quartered, walnut, maple and gum. The latter wood is becoming more popular, being used in the manufacture of many wood products.

The automobile business is at the head of the list as hardwood buyers in this section. The contemplated amalgamation of twelve auto manufacturing plants in this section probably will serve to still further increase the call from this direction. Vehicle and farming implement manufacturers are busy. Considerable of a boom has been given the implement trade here through the reorganization of the Rumely concern as a \$26,-000,000 corporation.

A genuine improvement has been exhibited in the cypress market recently. The demand is not centering on one particular product, but is spreading out generally through the list. Prices are hardening and it is confidently expected that cypress will advance along with the various other hardwoods soon after the first of the year. The lower grades are enjoying a heavy demand from the box manufacturers.

The country trade in sash, door and mill work is reported to be steadily reviving which adds materially to the bright outlook in the bardwood market. This trade has been the hardest of all to revive ever since the lumber market dropped off a few months ago, but it appears now that the rural districts were only waiting until the crops had been harvested.

Oak and gum appeared to be the best sellers in the hardwood division during the past two weeks. Quartered oak has advanced in the request recently a shade better than has plain oak. Cottonwood began to move in better quantities and more steadily a few weeks back and while there has been little marked gain in the situation recently, cottonwood now is giving no indications of receding. It is well up in the list of leading sellers.

Hickory and red gum are in good demand. Poplar is selling well in the lower grades, both by reason of the advance in yellow pine prices and also of core stock for veneered furniture, for which there is now an increased call. Much high grade thick poplar is in request by the pattern makers. Ash, basswood and chestnut are in steady call. Elm and beech are showing a little more activity than usual while with the other woods there has been little change.

# ----≺ TOLEDO **>**=

Business is showing marked improvement in hardwoods and there is a better demand for general lines than for some time past. There continues to be a large call for low-grade hardwoods for munition boxes and crating purposes. The demand for walnut for gunstocks is not so strong as it was. The building trades have furnished a splendid market for hardwoods and there seems to be no cessation of this business. Practically all the construction work being done in Toledo is of a high grade, even the small houses demanding fine qualities of hardwood lumber. The factory addition business is very heavy and announcements were made during the past week of some large steel plants which are to be erected here within a short time, the first steps having already been taken. A number of downtown business structures running around a million dollars each are also being planned and it is expected bids will be called for within a short time. All of these call for large amounts of hardwood lumber. A big hotel, which will cost when completed, including furnishings, about three million dollars, will be begun immediately. A large hardwood order is expected from this source.

Railroads are inquiring for piling and switch ties and are buying better than for some time past. Ash and elm are in good demand and there is a fair call for maple. Oak is not moving very strong here as the furniture factories are not buying yet, although it is thought that they will be in the market immediately following the first of the year. Prices are firmer, although there are not any big increases.

# ====≺ INDIANAPOLIS ≻=

The hardwood trade in Indianapolis and throughout central and northern Indiana continues active in every department. The volume of business has been increasing slowly but steadily for four months and lumber-

# 

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# Band Sawn Southern Hardwoods

SPECIALTIES

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men believe the west of the depression is ever. There is an increased desiral free, retailers who are the uraged over the fact that building operations have been easiling up steadily, and over the report that many new solids, will be construed to the var. The fact that unimproved real of the law been enting at lower prices then usual during the last few cently has hed to the being that there will be much home building during the early menths of the coming year. The demand from manufacturers of furniture continues observed if not on the increase, many furniture companie. In the state reporting the receipt of large orders.

Minufacturers of firm Important and buggles are predicting that their limber derivables will be between next were than usual. The Implement trade has been rather slow for two years and the general impression among a morfacturers is that the farners have put off buying implements about a long as they can. Mill stocks are larger than a month ago. Most of the orders placed are for slightly delayed shipments.

Plain and quartered oak remain at the head of the selling list although meny hous are etill werried with requests for walnut from agents of the allies and manufacturers of high-grade furniture when there is little of this wood to be had. The demand for walnut is so great that hundreds of stumps are being rescued from their rotting places in Indiana corn fields.

# =< EVANSVILLE >=

The hardwood lumber manufacturers of Evansville and southern Indiana have had a good volume of business during the present year. For a few months of the year trade dragged and it looked as if the volume of business might fall behind that of 1914, but during the past six months things have been more lively and hardwood men here have had a larger business than during the year previous. Most of the up-town mills have operated pretty steadily, but the river mills have not fared so well, though they are running on better time now. The outlook for 1916 is flattering, and most of the wood consuming factories are busy. Collections are good and inquiries are coming in nicely. Farmers in this section have just finished gathering one of the largest corn crops on record and this has put a great deal of money in circulation.

Prices on the best grades of hardwood lumber are holding their own, and in the opinion of some manufacturers there will be a sharp advance on some grades during the next few weeks. Owners of yellow pine lumber yards report that their business this year has shown a healthy increase over that of 1914. During the past two or three months trade has been on the upward grade. There have been some advances on the prices of yellow pine recently. Sash and door men report that their local business has been good practically all year and their out-of-town trade during the past six months has shown a nice increase over the corresponding period of last year. Furniture manufacturers report an increase of about twenty-five per cent over that of last year. All the large furniture, chair and table, as well as buggy and wagon factories and plow plants, are running on good time and expect to start the New Year with a full force of men. Trade in the South and Southwest has been improving steadily for the past several months. Veneer manufacturers are busy and have enough business to keep them running several months. Cooperage manufacturers are only fairly busy now. The slack barrel plants enjoyed a big run for several months during last fall, making barrels to supply the bumper apple crop in this section.

# —≺ NASHVILLE >==

Conditions continue to show an improved tone in the hardwood market. There has been no material change, but the gradual trend to a healthy volume of business continues, and manufacturers and shippers are well pleased with the situation. Prices are very strong for lumber, and an upward trend of prices is expected on account of the moderate stocks that are held. There is a good demand for plain oak. The railroads are asking for liberal quantities of oak, and it is not easy to supply the demand for some lines. Poplar is in fair demand, and chestnut, hickory and ash are moving.

# =≺ KNOXVILLE **>**=

General conditions in the hardwood trade throughout this section are improving. Both manufacturers and yard men state that business for November and December was far better than it has been for the last eighteen months. Quite a few large orders have been placed for plain oak, and at a small advance in price.

All stocks are badly broken and the production at this season cannot possibly keep pace with the shipments. Low-grade poplar and basswood are scarce. Plain oak seems to be the best seller, with quartered white oak, poplar and basswood all moving well.

It is the general opinion that there will be an exceptionally good trade for the first months of 1916. The only drawback with the yard people will be the scarcity of stock.

# =≺ BRISTOL >=

Hardwood lumbermen of this city and section are very much encouraged by the recent improvement in the lumber market and the prospects for further and more rapid improvement. The opinion is general among the lumbermen that trade conditions in 1916 will be very favorable to,



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# STOCK LIST No. 11, Dec. 1st, 1915:

	3.8	1 2	5.8	3 4	4 4	5 4	6.4	7.4	8 4	10.4	12.4
Qtd. White Oak, F. A. S., 6 to 9" wide	64,000	82,000	85,000	109,000	350,000	31.000	10,000		16,000		
Qtd. White Oak, F. A. S., 10" & wider		58,000	24,000	21,000	86,000	9,000	20,000				
Qtd. White Oak, F. A. S., 12 to 14" wide		0,				6,000					
Qtd. White Oak, No. 1 Com., 4" & Up	54 000	95,000	61,000	67,000	150,000	32,000	2.000	* - *	2 000		
	31,000	4,000	14,000	12,000	75,000	2,000	~,000		3,000		
Qtd. White Oak, Clr. Strips, 4 to 414" wide					29,000						
Qtd. White Oak, Clr. Strips, 5 to 5\(\frac{1}{2}\)" wide					27,000						
Qtd. White Oak, Clr. Strips, 2 to 31/2" sap no defect					42,000						
Qtd. White Oak, Com. Strips, 21/2 to 512				6,000	134,000						
Qtd. White Oak, Com. Strips, 4 to 512"					32,009						
Pln. White Oak, F. A. S., 6" & Up	265,000		83,000		49,000	33,000	35,000		7,000		
Pln. White Oak, No. 1 Com., 4" up.		21,000			34,000		1.000		5,000		
Pln. Red Oak, F. A. S., 6" & Up	1.000	4,000	12,000	25,000	18,000	34,000	29,000		12,000		
Pln. Red Oak. STEP. 12 to 14"wide						11.000			12,000		
Pln. Red Oak. No. 1 Com., 4" Up					127,000						
Pln. Red Oak, No. 2 Com., 3" Up.			6.000	11.000	71,000	26,600	9.000				
Red Gum, F. A. S., 6" Up	332.000 -	529,000	67,000	368,000	37,000	79,000	106,000	5.000	35,000	5.000	
Red Gum, No. 1 Com., 4" Up	130,000	86,000		271,000		225,000	52,000				3.000
Ota. Rea Gum. C. & B., 4" LD					5,000		7,000		27,000		
Fig. Red Gum, F. A. S., 6" Up					10,000	3,000					
Sp. Gum, F. A. S., 6 UD	23.000	3,000					40,000		15,000	8.000	7.000
Sp. Gum. F. A. S., 13" Up					9,000						
Sp. Gum. F. A. S., 18" Up					7,000						
Sp. Gum. F. A. S., 12" Up					11.000						
Sp. Gum, No. 1 Com., 4" Up			120,000				60 000		14,000		
80. Gum. No. 2 Com., 3 Up.	249.000	5,000	326,000						2,000		
Sp. Gum, No. 3 Com., 3" Up							40,000				
Sp. Gum, Cir. Strips, 2½ to 5½"					16,000						
Ash, No. 2 Com					27,000						
Ash, No. 3 Com					17,000						
Cypress No. 1 Shop					54,000						
Cypress Pecky.					149,000						
Elm Log Ruu					46,000		3,000				
Elm, F. A. S., 13" Up Wide					14,000						
Tupelo, No. 1 Com., 4" Up					13,030						

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MARRY B. CLARK Western Representative Portland, Ore. Attorney in Fact KANSAS CITY, MO. the cold of inclusive little beautiful that improved trade conditions will greatly time, at manufacturer and a a result of this tendency of a latter market it is already announced that reveral large developments who as legun at once.

# =---- LOUISVILLE >=

The proper holiday atmosphere has been provided by the Santa Claus of the lumber trade, and hardwesd man breabouts will tackle their christmas turkey, with livins, with an enthusiasm which was noticeably lacking just twear short mention ago. In fact, business is so good that they will be able to forget it during the holidays, and can devote their attention to enjoying a festival of festivals whole heartedly, repeating smooly. Now good dage then want on appetite, and health on both!" And when be, me s 1 good charge to bet the lumberman quit thinking of him old in that connection for a little while, it has made some progress compared with its status a left time ago. The past ninety days have brought about a change which is nothing short of remarkable, and by introducing an immensely increasing buying power on the part of consumers it has forced up values from a below-cost point to a level where profits can once more be thought of. In general, the situation points to a running start into 1916, and one of the best years that the lumbernach have ever experienced.

# —≺ ST. LOUIS >=

Because of the reasons to the helidays and usual stock taking time, business has fallen off. Some buying by factories and other classes of consumers is being deno and orders are being received, but they are mostly by main owing to the fact that road sabismen are arriving from their territories in order to spend the holidays with their families. However, it is expected that a some a stock taking is unished and yards know exactly their requirements, there will be considerable activity in order to replenish their stocks, as nearly all of them are exceedingly low and are badly assorted, in spite of the fairly active buying during the past few months. The item most in demand is oak. Both plain and quartered oak are being called for rather freely. The demand for ties and other kinds of railway material is also fairly good. Advances on items most in demand are reported. On the whole, the hardwood situation is rather satisfactory and in good shape. A splendid run of business is anticipated shortly after the new year begins. The cypress situation, although somewhat better than it was, is not quite as satisfactory as the distributors of that class of wood would like to see it. Most of the recent orders have been small for immediate delivery and prices quoted have been met without any quibbling, provided prompt shipment is made. Reports from the mills state that stocks are not quite as large as they generally are. Most of the present orders are for mixed cars and prices continue firm.

# =≺ MILWAUKEE ≻=

Logging operations are now well under way in northern Wisconsin, a result of the snow and cold weather, which have arrived in most sections of the state. Indications are that the logging output will be larger than was anticipated some time ago. Trade has been so active all fall that stocks in first and second hands have been reduced to a lower level than at this time a year ago. The outlook is so bright that manufacturers in most cases feel that they will be justified in cutting more timber this season. In the southern half of Sawyer county, for instance, it is estimated by lumbermen that the cut will amount to 125,000,000 feet, as compared with 100,000,000 feet a year ago. Lumber and logging concerns are taking advantage of the present low prices of hay and food and the abundance of labor and are rushing operations.

While the amount of new building which is being launched in Milwaukee at this time is naturally beginning to fall off, there have been enough large building projects launched of late to give assurance of a good business ahead.

One of the most hopeful signs is the greatly improved demand in the factory field, due to the increased activity in general lines of business. The furniture and chair manufacturing concerns here in Milwaukee and all over the state seem to be meeting with an especially fine business. Reports from Sheboygan, for instance, say that the chair factories of that city are operating overtime in the effort to catch up with the orders. The farm implement plants are showing more activity and are buying stock more freely that they may be in readiness to handle the increase in business which is anticipated. The sash and door manufacturers are naturally not buying quite so freely, now that the rush is over in the building field. Stocks on hand at these plants are light, however, and a good demand is anticipated after the first of the year, when the annual inventories have been completed.

There is a strong tone in the hardwood market and prices have advanced in some lines. In the northern woods, birch and maple are in brisk demand and are bringing higher prices, in view of the possible shortage of available dry stocks in these lines. The increasing demand for low grade stocks in basswood and other lines has been a feature in the local market of late. Manufacturers are receiving some good inquiries regarding purchases after the first of the year, but the tone of the market is so strong that there is a tendency not to accept large orders for future shipment at the existing prices.

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# HARDWOODS FOR SALE

# LUMBER

### ASH

COM. & BUR, and South of the ac-No 2 C. A BIR, CA TOG RINGS No I C & BIR A CO No 2 a BIR 14 A ST | TOO REN. | See See E. | Cont. | Cont

### BASSWOOD

No. 1 C. & BIR., 3 4 5 6 1 10 5 5 5 5 11 No. 1 1 No. 2 

### BEECH

No. 2 C. & BTR., 44 does at No. 3 C., 44 does at No. 4 doe

### BIRCH

No. 1 C. & BTR., 44 to 84" 18 to 8 of 18 No. 1 C. & BTR., 44 to 8 4" 18 to 8 of 18 No. 1 C. & BTR., 44 to 8 4 to 18 so 18 of 2 ARPIN HARDWOOD LIBER OF A VALUE OF A V NO. 1 C. 44 for a 198 of 1918, 1918 of dry. STRABLE LUMBER & SALT CO., Saging M. 1918

# CHERRY

NO. 1 C., 5 4", 2 yrs. dry. G. ELIAS & BRO.

### **CHESTNUT**

NO. 1 C. & BTR., 44", bard swd., piled at Buffalo yard. EUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.
NO. 1 C. & BTR., 44", 4" & up. 8 mos and over dry. WILLIAMS LUMBER COMPANY, Fayettaville, Tenn. 1.1. (\* 8.4%, 6% & 0.5, 2.50s, dr.; NO, 1. (\* 8.4), 4% & 0. 2.50s, dry, YEAGER, (\* 1.5), 780, Fr.; N. Y.

### COTTONWOOD

NO. 2 & BIR., 4 4". ALEXANDER BROS. A CONTRACTOR OF STREET 1 AS (4.4) (6.4) (6.4) (1.4) (

### **CYPRESS**

106 RIN, 11 1 114 6 1 10 NNKS LUMBER CO, Cairo, 40.

### ELM-SOFT

NO G. C. A. BIR., LL 7 S. 1 CO AREIN HARDWOOD LUMBER CO, Allanta, Wisc. LOG RUN, 4.4%. BELLGRADE LUMBER CO. Lot. Rt N, 4 4, 5 4, 6 4, 8 4, 10 4 & 16 47, 12 NO. 3 C., 6 1", 6 mos, dry, full log run. EAST NO. 3 C., 6 1", 6 mos, dry, full log run. EAST NO. 3 C., 8 1", 2 yrs, dry, G. ELLAS & BRO., INC., ortalo, N. Y.

NO. 2 & BER. 44 to 84", ran, widths, 18
os dry, HATTEN LUMBER COMPANY, New

NO. 2 C. & NO. 3 C., 4 4", 6 n.os. dry. H. H. H. L. M. 1 M. H. L. COMPANY, 15 NO. 2 C., 6 1", KNEELAND-PIGELOW COMPANY, Bay City, Mich. LOG RUN, m. c. o., 4 4", 50°/2 14 & 16°/4 1 yr. dry. LIBERTY HARDWOOD LUMBER CO.

1.0G RIN, 4 4", ran, widths and lights, 1 yr, ry; NO, 2 C., 6 4", ran, widths and lights, 1 yr, S.1. VIII. II MIRITY & SALT CO., S.C. W., Mich.

LOG RUN, 4 4", 1 yr, and over dry. SWAIN-R ACH LUMBER CO., Seymour, Ind.

### ELM—ROCK

NO. 2 & BTR., 54", ran, widths, 1 yr, dry, "Genuine," HATTEN LUMBER COMPANY, New London, Wis

### GUM—BLACK

1 As, 44° pl. swd. BELLGRADE LUMBER OMPANY, Memphis, Total

### GUM—TUPELO

FAS, 44", 6 mos. dry; NO. 1 C., NO. 2 C., & O. 3 C., all 44", 6 mos. dry. H. H. HITT

# GUM—SAP

PANEL, 4 1", 18" & up wide. ALEXANDER BROS., Belzoni, Miss.

NO. 2 & BTR., 4 4 to 8 4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 ., 4 1", 4 mos. dr., H B. BLANKS LUMBER CO., Cairo, III.

PANEL, 4 4", 18" & up. 12 to 16', Kraetzercured: BOX BDS., 4 4", 13 to 17", 12 to 16', Kraetzercured: PANEL, 4 4", 13 to 16', Kraetzercured: No. 1, 2 & 3 C., 4 4 to 6 4", 12 to 16', Kraetzercured: No. 1, 2 & 3 C., 4 4 to 6 4", 12 to 16', Krietzercured. GEO, C. BROWN & CO., Mem-

138 & NO. 1 C., 6 4", 8 mos dry NO. 2 C., 4", 8 mos dry, H. H. HITT LUMBER CO., ecatur, Ala. NO. 2 C., 44" COM. & BTR., 54 to \$4" KRAETZER CURED LUMBER CO., Cincinnati,

OL. O. Ber Creek Tex

O. Big Creek, Tex.
COM. & BIR., 44", ran, widths and lighs, 6
S mes. drv. LOUISVILLE VENEER MILLS

### **GUM—QUARTERED BLACK**

NO. 1 C. & BTR., 44" BELLGRADE LUM-BUR CO. Memphis, Tenn.

### GUM-QUARTERED RED

NO. 1 C., 14 to 84"; NO. 1 C., mottled, 14 to 8 to 12 NANDER HIROS 15-zer Moss NO. 1 C. & BTR., 44, 84, 104 & 124", 12 to 16 control of life W.N. & co., Monghas Team COM, & BTR., 44", ran, widths and lights, 8 to 12 mos dry, sld, bds, highly fig. LOUIS-VILLE VENEUR MILLS, Louisville, Ky.

### **GUM—PLAIN RED**

TAS, T. B. C. CONST. D. T. C., Bg., 447, 175 C. M. C. LEWIER

### HACKBERRY

LOG RUN, 4 W 6 mass dev. H B BLANKS CMHER CO, Calvo, HI LOG RIN, 44 to those dry H H HITT UMBER CO, Decatur, Ala.

# HICKORY

COM. A BTR., 8.1" 18 mos dry, F. M. CUT-INGER, Evansylle, Ind. TOG RUN, 6.1 A.8 W. LAYE dry. H. H. HITT UMLLE, CO. Fo. Str., A'C.

### MAHOGANY

FAS, NO. 1 C., SHORTS & WORMY, all 1 2 to 16 4", pl. and fig., Mexican and African, HUD-DLESTON-MARSH MAHOGANY COMPANY, Chi-

### MAPLE

NAPLE

NO. 1 C. & BTR., 10 4 & 12 4", Green. EAST JORDAN LI MBER CO., Lost Jordan, Mich. NO. 2 C., 6 4", 1 yr. dry. G. ELIAS & BRO., INC. Burdlo, N. Y.

NO. 2 & BTR., 4 4, 6 4, 10 4 & 12 4", ran. widths, 20 mos. dry. HATTEN LUMBER CO., New London, Wis.

NO. 3 C., 5 4". KNEELAND-BIGELOW COMPANY, Bay City, Meh. NO. 1 C., 4 4", ran. widths and lights., 1 yr. dry: NO. 3 C., 5 4". KNEELLAND-BIGELOW COMPANY, Bay City, Meh. NO. 1 C., 4 4", ran. widths and lights., 1 yr. dry: NO. 3 C., 4 4 to 12 4", ran. widths and lights., 10 mos. dry. STRABLE LUMBER & SALT CO., Sakinaw, Mich.

FAN, 44 to 16 4", 6" & up. 2 yrs. dry. YEA-

FAS, 4.4 to 16.4", 6" & up, 2 yrs. dry. YEA-GER LUMBER CO., INC., Buffalo, N. Y.

### MAPLE—SOFT

NO. 2 C. & BTR., 4.4" 6 mos. dry. EAST JOHDAN LUMBER CO., East Jordan, Mich. NO. 2 & BTR., 4.4", ran. widths, 10 mos. dry. HATTEN LUMBER COMPANY, New London, Wis. FAS, 84", 6" & up, 2 yrs, dry, YEAGER LUMBER COMPANY, Inc., Buffalo, N. Y.

# OAK—PLAIN RED

COM. & BTR., 4.4". ALEXANDER BROS., them, Mass NO. 2 C., 44", 10 mos. dry, ARPIN HARD-VOOD LUMBER CO., Adants, Wis. NO. 2 C. & BTR., 3 4 & 44", BELLGRADE UMBER CO., Memphis, Tenn. NO. 2 C., 44", 1 yr. dry. H. B. BLANKS UMBER CO., Cairo, Ili. FAS, 44 to 84", 12 to 16'; NO. 1 & 2 C., 3/4 44", 12 to 16', GEO. C. BROWN & CO., Mem-his. Tenn.

& 4.4", 12 to 16'. GEO. C. BROWN & CO., stemplist. Tenn.

NO. I C. & BIR., 4.4 to 12.4", band swd., piled at Buffalo yard. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. I C., 54", 4" & up. 18 mos. dry. F. M. CUTSINGER, Evansville, Ind.

NO. I C., 14 to 12.4", 18 mos. dry. G. ELIAS & EICO. INC. B. Table. N. Y.

LOG RUN, 1.2 to 6.4". KRAETZER CURED LUMBER COMPANY. Cheinnath. O.

NO. I C., 4.4", 4" & up. 40'c 14 & 16', 5 to 8 mos. dry. NO. 2 C., 4.4", 3" & up. 40'c 14 & 16', 5 to 8 mos. dry. NO. 2 C., 4.4", 3" & up. 40'c 14 & 16'. 5 to 8 mos. dry. LIBERTY HARDWOOD LUMBER.

EL. CO. BER., 44", ran widths and lgthm., 2 s. drv. LOUISVILLE VENEER MILLS, Louis-

NO. 1 C. & NO. 2 C., 4 4", 25°/ 14 & 16' long. NO. 1 C. & NO. 2 C., 4 4", 25°/ 14 & 16' long. NO. 2 C., 4 4", 1 yr. dry. STIMSON VENEER & LUMBER CO., Memphis, Tenn. NO. 1 C. & FAS, 4 4 & 6 4", bone dry. SWAIN-ROAUTH LUMBER CO., Seymour, Ind. 1 As, 4 4", 6" & up, 6 mos, and over dry; FAS, 5 4", 10" & up, 8 mos, and over dry, step plank included: NO. 1 C., 5 4", 4" & up, 8 mos, & over dry; NO. 1 C., 5 4", 4" & up, 8 mos, & over dry, WILLIAMS LUMBER COMPANY, Fayette-ville, Tenn. NO. 1 & 2, 4'4 to 16 4", 6" & up, 2 yrs, dry; NO. 1 C., 5 4", 4" & up, 2 yrs, dry, YEAGER LUMBER COMPANY, It. Buffalo, N. Y.

# HARDWOODS FOR SALE

### OAK—QUARTERED RED

COM, & BTR., 3'4 to 124". ALEXANDER BROS., Belzoni, Miss.
FAS, 4/4", 12 to 16'; NO. 2 C. & BTR., 3'4, 4'4 & 5/4", 12 to 16'. GEO. C. BROWN & CO., Memphis, Tenn.
NO. 1 C., 4/4", 4" & up. 1 yr. dry. F. M. CUTSINGER, Evansville, Ind.
LOG RUN, 4/4 & 5/4". KRAETZER CURED LUMBER CO., Cincinnati, O.
COM, & BTR., 4/4" ran, wdths, and 1gths., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

# OAK-PLAIN WHITE

COM. & BTR., 4/4". ALEXANDER BROS., Belzoni, Miss.
NO. 1 C. & BTR., 8/4". 10 mos. dry. ARPIN HARDWOOD LUMBER CO., Atlanta, Wis. NO. 2 C. & BTR., 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.
LOG RUN., 4/4". 1 yr. dry. H. B. BLANKS LUMBER CO., Cairo, Ill.
FAS, 4/4 & 5/4", 12 to 16"; NO. 1 & 2 C., 3'4, 4/4 & 5/4", 12 to 16", GEO. C. BROWN & CO., Memphis, Tenn.
NO. 1 C. & BTR., 4/4 to 12/4", band swd., piled at Buffalo yard. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.
NO. 1 C. & SEL., 4/4", 6" & up. 1 yr. dry. F. M. CUTSINGER, Evansville, Ind.
FAS, 4/4 to 16/4", 1 yr. dry. NO. 1 C., 4/4 to 16/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
FAS, NO. 1 C. & NO. 2 C., all 4/4 & 5/4", 3 mos. dry. H. H. HITT LUMBER CO., Decatur, Ala.
LOG RUN. 3/4 to 6/4" KEAETZER.CURED.

Ala.

LOG RUN, 3/4 to 6/4". KRAETZER-CURED LUMBER CO., Cincinnati, O.

FAS, 4/4", 6" & up, 40% 14 & 16', 10 mos. dry;

NO. 2 C., 4/4", 3" & up, 40% 14 & 16', 4 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Tex.

dry. LIBERTY HARDWOOD Creek, Tex.

COM. & BTR., 4/4", ran, widths and lgths., 2

yrs. dry. LOUISVILLE VENEER MILLS, Louis-

COM. & BTR., 4/4", ran. widths and iguils., 2 yrs. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

NO. 2 C., 4/4", 1 vr. dry. STIMSON VENEER
& LUMBER CO., Memphis. Tenn.

NO. 1 C. & FAS, 4/4", 8 mos. and over dry.
SWAIN-ROACH LUMBER CO., Seymour, Ind.

FAS, 4/4", 6" & up. 8 mos. and over dry; FAS, 6/4", 6" & up. 6 mos. and over dry; NO. 1 C., 4/4", 4" & up. 8 mos. and over dry. WILLIAMS
LUMBER COMPANY, Fayetteville, Tenn.

### OAK—QUARTERED WHITE

COM. & BTR., 3/4 to 12/4". ALEXANDER BROS., Belzoni, Miss.
NO. 1 C. & BTR., 4/4 to 8/4". BELLGRADE LUMBER CO., Memphis, Tenn.
NO. 1 C., 4/4", 4" & up, 1 yr. dry. F. M. CUT-SINGER, Evansville, Ind.
NO. 1 C., 4/4", 3 mos. dry; NO. 2 C., 4'4". 6 mos. dry. H. H. HITT LUMBER CO., Decatur, Ala.

mos. dry. H. H. HITT LUMBER CO., Decatur, Ala.

LOG RUN, 4/4". KRAETZER-CURED LUMBER CO., Cincinnati, O.

COM. & BTR., 5/8—4/4", ran. widths and Igths., 8 to 10 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

FAS, 1/2, 5/8, 3/4 & 6/4", 1 yr. dry; NO. 1 C., 1/2 & 5/8", 1 yr. dry; NO. 1 C., 5/4 & 6/4", 8 mos. dry. STIMSON VENEER & LUMBER CO., Memphis, Tenn.

NO. 2 C., 4/4", bone dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

FAS, 4/4 & 5/4", 6" & up. 8 mos. and over dry; STRIPS, 4/4", 4½ to 5½", 8 mos. and over dry; NO. 1 C., 5/4", 6" & up. 8 mos. and over dry; NO. 1 C., 5/4", 4" & up. 8 mos. and over dry; NO. 1 C., 5/4", 4" & up. 8 mos. and over dry; NO. 1 C., 5/4", 4" & up. 8 mos. and over dry; WILLIAMS.LUMBER COMPANY, Fayette-ville, Tenn.

# **POPLAR**

NO. 2 C. & BTR., 4/4", band swd., piled at Buffalo yard. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.
FAS. sap no defect, 10/4", 7" & up, 18 mos. dry. F. M. CUTSINGER, Evarsville, Ind. COM. & BTR., 5/8—4/4", ran. widths and lgths., \$\( \text{to } 10 \) mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.
FAS. 4/4", 14" & up, 50% 14 & 16'; NO. 1 C., 4/4, 5/4 & 6/4", 50% 14 & 16'; NO. 2 C., 6/4", 50% 14 & 16'. NORMAN LUMBER COMPANY, Louisville, Ky.
PANEL, 4/4", 28" & up, 10 & 12', hone dry.

VIIIe, Ky. PANEL, 4/4", 28" & up, 10 & 12', bone dry. SWAIN-ROACH LUMBER CO., Seymour, Ind. FAS, 16/4", 8" & up, 2 yrs. dry. YEAGER LUMBER CO., INC., Buffalo, N. Y.

# **SYCAMORE**

LOG RUN, m. c. o., 4/4", 40% 14 & 16', 11 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Tex.

NO. 1 & 2 C., 4/4", 6 to 18 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

### WALNUT

NO. 1 C., 4 4". 4" & up. 18 mos dty. F. M. CUTSINGER, Evansville, Ind. FAS & NO. 1 C., 5/8 to 8/4", very dry. HUD-DLESTON-MARSH MAHOGANY CO., Chicago,

M. & BTR., 8/4". KR\ETZER-CURED BER CO., Chicinnati, O. 1. & BTR., 4/4", ran. widths and lgths., mos. dry. LOUISVILLE VENEER MILLS, 4lle, Ky.

ouisville, Ky.

FAS, 3 8 to 8 4", 6" & up, 50", 8-9", bal. 10" & up; FAS, 1/2--5 8", 10" & up, 50", 8 9"; FAS, 4", 6" & up, 50% 6-7"; FAS, 4 4", 6" & up, 50% 6-7"; FAS, 4 4", 6" & up, 50% 6-8", NO. 2 C., 3 4 to 8.4".

ENROD WALNUT & VENEER CO., Kansas

### FLOORING

BEECH, clear, select and factory, all 13/16 x  $2\frac{1}{2}$ "; RED OAK, select, 13 16 x  $1\frac{1}{2}$ " and 13/16 x 2"; WHITE OAK, select, 13 16 x  $1^{1}$ 2" and 13/16 x 2". T. WILCE COMPANY, Chicago, Ill.

# DIMENSION LUMBER

CLEAR, 2 x 2 x 30", 1 yr. dry; 3 x 3 x 30", 6 mos. dry. PROBST LUMBER CO., Cincinnati, Ohio.

### GUM

CLEAR, 2 x 2 x 30", 6 mos. dry; 3 x 3 x 30", mos. dry. PROBST LUMBER CO., Cincinnati,

### OAK—RED

CLEAR, 2 x 2 x 32", 4 mos. dry. PROBST LUMBER CO., Cincinnati, O.

### **OAK—WHITE**

FAS, QTD., 4/4", 4" & up. 24 to 43" long, 1 mos. dry. F. M. CUTSINGER, Evansville, Ind CLEAR, 2 x 2 x 30", 3 mos. dry. PROBS LUMBER COMPANY, Cincinnati, O. 18 PROBST

# OAK—MIXED

CLEAR, 2 x 2 x 19", 4 mos. dry. PROBST LUMBER CO., Cincinnati, O.

# VENEER—FACE

### **ASH**

LOG RUN up to 1/8" inc., 12" & up, 5 to 8'.
BIRDS EYE VENEER CO., Escanara, Mich.
NO. 1, 1/12", 8 to 28" wd., 20" 1g., rty. MISSISSIPPI VEN. & LBR. CO., Cedars, Miss.
LOG RUN up to 1/8", 12" & up, extreme 1gth.
86", WISCONSIN SEATING CO., New London,
Wis

# BIRCH

LOG RUN up to 1/8" inc., 12" & up, 5 to 8'; DOOR STOCK 1'8", cut to dimension as desired. BIRDS EYE VENEER CO., Escanaba, Mich, LOG RUN & DOOR STOCK, 1/20", 1/16 & 1/8", rty, cut. HUDDLESTON-MAFSH MAHOGANY CO., Chicago, III.

### GUM

QTD, FIG., 1/24", sld. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.
QTD., FIG'D., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
SEL. RED, No. 1, 1/12", 8 to 28" wd., 42 to 46" long, highly fig., rty.; No. 2, ½", 5¼" wd., 82 & 86" long, stile ven.; UNSEL., No. 1, 1/12", 8 to 28" wd., 20" long, rty.; No. 1, ½", 5¼" wd., 82 & 86" long, stile ven., No. 1, ½", 5½" to 14½" wd., 17 to 29" long, rty.; RED, No. 1, 1/12", 8 to 20" wd., 20" long, rty.; RED, No. 1, 1/12", 8 to 20" wd., 20" long, rty.; MISSISSIPFI VENEER & LUMBER COMPANY, Cedars, Miss.

### **MAPLE**

B'EYE, 12" & up wd., 5 to 8' long in sheets, also cut to dimensions as desired. BIRDS EYE VE-NEER CO., Escanaba, Mich.

### **MAHOGANY**

PLAIN & FIG., Mexican and African, 1'28 to 4". HUDDLESTON-MARSH MAHOGANY CO., 1/4". HUDDLESTON-MARKS. Chicago, III.
ANY thickness. LOUISVILLE VENEER MILLS,

### OAK—PLAIN

LOG RUN up to 1.8" inc., 12" & up, 5 to 8'; DOOR STOCK 1/8" cut to dimension as desired. BIRDS EYE VENEER CO., Escanaba, Mich. LOG RUN & DOOR STOCK, 1'20, 1/16 & 1'8", rty. cut. HUDDLESTON-MARSH MAHOGANY

cut. HUDDLESTON-MAN. Chicago, Ill.
CY thickness. LOUISVILLE VENEER MILLS,

ANY thickness, LOUISVILLE VENEER MILLS, Louisville, Ky.

NO. 1, red, 1/12". 8 to 28" wd., 20" long, rty..;

NO. 1, red, ½", 5½" to 14½" wd., 7 to 29" long, rty..; NO. 2, red, ½", 5½" wd., 82 to 86" lg., stile ven, MISSISSIFPI VENEER & LUMBER COMPANY, Cedars, Miss.

LOG RUN, red, up to ½", extreme lgth., 86". WISCONSIN SEATING COMPANY, New London,

# OAK—QUARTERED

SLD. & SWD., 1/20, 1/8". HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill. ANY thickness, LOUISVILLE VENEER MILLS, Louisville, Ky.

### WALNUT

ANY thickness, LOUISVILLE VENEER MILLS, LOUISVILLE, KY.
SLICED & ROTARY CUT. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

# CROSSBANDING AND BACKING

### BIRCH

 $1\,{}^{\prime}28\,{}^{\prime\prime},\,12^{\prime\prime}$  & up, 5 to 8'. BIRDS EYE VENEER CO., Escanaba, Mich.

### **ELM**

1/24 & 1/28", 12" & up, extreme lgth. 86". WISCONSIN SEATING CO., New London, Wis.

# GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

# **MAPLE**

 $1/28^{\prime\prime},~12^{\prime\prime}$  & up, 5 to 8'. BIRDS EYE VENEER CO., Escanaba, Mich.

# POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

# PANELS AND TOPS

# BIRCH

FAS, 1/4, 5/16, 3/8", stock sizes. HUDDLES-TON-MARSH MAHOGANY CO., Chicago, Ill. 1,000 3-ply, 4", 24x72", good 1 and 2 sides; 300 3-ply 4", 30x72", good 1 and 2 sides. WISCON-SIN SEATING COMPANY, New London, Wis.

# **GUM**

QTD, FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky. QTD, FIG'D, any thickness. SEATING COMPANY, New London, Wis.

# **MAHOGANY**

FAS, 1/4, 5/16 & 3/8", stock sizes. HUDDLES-TON-MARSH MAHOGANY CO., Chicago, Ill. ANY thickness. LOUISVILLE VENEER MILLS, LOUISVILLE VENEER MILLS,

### OAK

FAS, PL. QTD., 1/4, 5/16 & 3/8", stock sizes. HUDDLESTON-MARSH MAHOGANY CO., Chi-

HUDDLESTON-MARSH MARGGART Co., Louisville, Ky.

ANY thickness, LOUISVILLE VENEER MILLS, Louisville, Ky.

QTD., any thickness, WISCONSIN SEATING COMPANY, New London, Wis.

# WALNUT

 $\mathbf{ANY}$  thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

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# **EMPLOYES WANTED**

### WANTED

WANTED

Competent office and and salesman, by full owner and dealer, handling 12 to 15 million of Nethern Hardwoods a year. One who is capable of taking complete charge of lossness during frequent absences of owner. Must be a good salesman, also a capable buyer and understand grades of Northern Hardwoods. Must also be familiar with the trade in Chicago territory. It will be necessary to live in the North, a town of seventeen thousand and to take occasional selling trips. A liberal salary and if he makes good a working interest to the right man. State present position, past experience, references, age, married or single and salary wanted in first letter.

Address "BOX 129," care Hardwood Record.

### HARDWOOD LUMBER INSPECTOR

For Wholesale Lumber Dealer, handling West Virginia Hardwoods to take up lumber at the mills. Must have experience in grading for retail yard as well as experience in shipping direct from the mills. Salary, \$200.00 per month and expenses. Permanent position for right performance in the properties of the properties of the properties of the properties of the properties. Address "BOX 128," care Hardwood Recent

### LUMBER WANTED

# WANTED-BIRCH NORTHERN STOCK

Must be heavy thickness, not less than 1 ." and high grade No 2 common. Can use sever cars for immediate shipment.

Address "BOX 127," care Hyggwood Recogn.

# LUMBER FOR SALE

WANTED TO FURNISH

100,000 Walnut Gunstocks; have steam kiln. Address "WALNUT," care Hardwood Ric ord.

### FOR SALE

10 5 P % 30 feet long. Ready for 10 m di TO JAN STIMSON & COMPANY Owen bear hy

### FOR SALE

M. . . . teet Sheed & Sawed Indiana & Ohio Qtd. W. J. Clak Vemer, by", 1/20", 1/25"; also Wal · Clemer & Lumber.

H. C. HOSSAFOLS, Dayton, O.

# LOGS WANTED

### WANTED-BLACK WALNUT LOGS.

500 cars good black wainut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

# DIMENSION STOCK WANTED

### WANTED-DIMENSION OAK

Plain and Quartered. Write us for specifications and prices. INDIANA QUARTERED OAK CO., 52 Vanderbilt Ave., New York, N. Y.

# DIMENSION STOCK FOR SALE

### FOR SALE-OAK DIMENSION.

Wanted to contract with manufacturing consumer large quantity of clear good quality Oak Dimension for delivery 1916. Sixe 1\%"x1\%" any length up to 6'6". Stock is suitable for bending. E. W. PRATT, JR., Hopkinsville, Ky.

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Large tract of White Oak, Ash and Gum for Timber stands thick. Write for data and bargain price. Address LEO NEUBECKER, Box 596, Buffalo, N. Y.

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### THOROUGHLY RESPONSIBLE PUR-CHASER

With ample means will pay cash for tracts (2,000 acres and up) of virgin pine, cypress, and hard wood timberlands owned in fee-in the southern and southeastern states.

We are not brokers, commission men or factors, but actual buyers, and all propositions submitted will be regarded in confidence.

We solicit correspondence only with owners or their legally authorized representatives. Address "BOX 90," care HARDWOOD RECORD.

### TIMBER ESTIMATING

### TIMBER ESTIMATING

Timber estimates, reports, maps, surveys and .ogging plans.

> T. J. McDONALD, East Tennessee Bank Bldg., Knoxville, Tennessee.

# **BUSINESS OPPORTUNITIES**

### WANTED TO MAKE ARRANGEMENTS

With good veneer company to handle output of Plain and Figured Walnut.

Address "VENEERS," care HARDWOOD RECORD.

Cotape Control in plant to an exhius benefit, grist hil street, of the condition, city limits Green and the analysis of the sale Addis OWNER.

P. O. Drawer "S," Marianna, Ark.

### FOR SALE.

Complete sawmill plant in prime condition. 25,000' capacity at a bargain on easy terms. Address O NEIL LUMBER COMPANY 1202 S. King shighway, St. Louis, Mo.

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### FOR SALE.

Two Capital Iron Frame Veneer Saws. 12-foot carriage; one 14-foot carriage. Both left-hand machines. First-class condition. Prices WOOD-MOSAIC COMPANY, INC.,

New Albany, Ind.

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For all kinds of Wagon Stock such as Oak Bolsters, Reaches, Tongues, Sawed Felloes, Hounds and Hickory Axles-also car material. Quote best prices. KONZEN-SCHAFER LBR. CO., Blue Island Av. & Robey St., Chicago.

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Swage your CHISEL and SOLID TOOTH CIRCULAR, your BAND, GANG and CYLINDER SAWS with the

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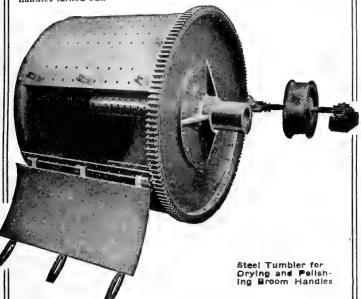
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Complete Line of Broom Handle Machinery

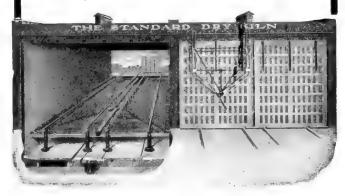
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fect control of heat, humidity and air circulation. Control is the big outstanding feature of

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furniture stock, veneers and flooring. See their letters in our 64-page List of Users. We'll send it with the catalog for the asking. Address: The Standard Dry Kiln Co., 1559 McCarty Street, Indianapolis, Ind. Users say they've never seen its equal for drying





6 ft. Pony Band Mill

feet of 1" lumber in 10 hours and

> Nearly 200 of these mills sawing wood in the

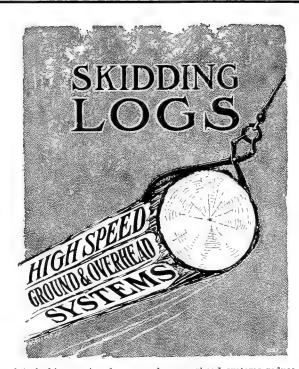
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MODERATE PRICE

PHOENIX MFG. CO.

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Our interlocking engine drums used on overhead systems reduce strain on main cable over  $30\,\%$ .

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# Rotary Veneers

Cottonwood, Gum

Other Arkansas Hardwoods

We have had many years' experience in the proper manufacture and handling of this stock and are sure of ourselves and our product.

Helena Veneer Co.

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BAND SAWN

AshOak

Cypress

Gum

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GRAND PARISH LOCATED ON L., R. & N. CO.



# Thick Birch and Maple

We have the following

1 car 12/4 No. 2 Com. & Btr. Birch

2 cars 10/4 No. 2 Com. & Btr. Hard Maple 1 car 12/4 No. 2 Com. & Btr. Hard Maple

1 car 12 4 No. 1 & 2 Com. Hard Maple

Write us for prices

NEW LONDON. WISCONSIN

# We Want to Buy

Cook, clear I free, 2 ends and 2 edges.

In and wider 43 and 46" long in Qtd. White Oak, clear I face, 2 ends and 2 edges.

Ix4 and wider 43 and 46" long Plain Red Oak, also all White Oak.

IX4 x1½ 20, 24 and 40" Clear Oak Squares.

IXA1½ 35" Clear Oak
IX4 x1½ 6 and 8 Clear Oak Elm.

IXXI½ 6 and 8 Clear Red Coak.

IXXI½ 6 and 8 Clear Red Coak.

IXXI½ 49" Clear Red Oak.

IXXI¾ 49" Clear Red Oak.

IXXI¾ 40" Clear Red Oak.

IXXI¾ 40" Clear Red Oak.

IXXI¾ 40" Clear Red Oak.

IXXI¾ 33 and 46" Clear Oak.

We specialize in all kinds of Dimension, urite us for list of other stock we want

The Probst Lumber Co. Cincinnati, Ohio

# VENEERS AND PANELS

# Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.

VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer. Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

# Roddis Lumber & Veneer Co. Marshfield, Wis.

VENEERED PANELS
DESK TOPS TABLE TOPS
FLUSH VENEERED DOORS
WAINSCOTING BENT WORK

SAW MILLS AT PARK FALLS, WIS

# Geo.L.Waetjen & Co.

MILWAUKEE

WISCONSIN

Our large stock of

# PANELS AND VENEERS

at all times assures the consumer of immediate shipments

If It's Veneer or Veneered We've Got It

Write for Our Monthly Stock List

# Every man is Partial To His Gun Joods But the progress of his business tells the tauth The last pew years have seen a kemarkable expansion in our plant and organization - Endang after building har been added intil now we have. Clouble the capacity of a few granage. Fleris a teason Every one of our products Rotary cut clan Basewood ask & bird Tops thoughts - Barbor seets coal Langers and lump panels anyoys the most exacting care and superwison in making you can Easily Prove that Claim the Wisconsen Seating Co new Kondon - Roco & Panels -

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Hardwood Record reaches most everybody who produces markets and consumes Hardwoods.

Nothing But Hardwoods

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HIGH GRADE LOGS, FIRST-CLASS EQUIPMENT AND OVER TEN YEARS EXPERIENCE
MILWAUKEE BASKET COMPANY, South Milwaukee, Wis.

# THE STANDARD VENEER CO.

Rotary Cut Birch Veneers
HOULTON, ME.

HOULTON, ME.

-MILL AND STORE AT STOCKHOLM, ME.-



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is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name-

# ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

# I. Stephenson Co., Trustees

WELLS, MICHIGAN

# Strable Lumber & Salt Co.

Manufacturers of

Hardwood Lumber AND

Maple Flooring

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WE WANT TO MOVE: 50,000 ft 8,4 No. 2 and better Noft Maple: 150,000 ft, 4/4 No. 2 and better Soft Maple: 75,000 ft, 6/4 No. 2 Common Soft Elm. 30,000 ft, 4/4 No. 2 Common Soft Elm. 30,000 ft, 4/4 No. 2 Common Soft Elm. 100,000 ft, 4/4 No. 1 Common Basswood.

mon Basswood, 37,000 ft. 4/4 No. 2 Com-mon Basswood.

# "Chief Brand" Maple and Beech Flooring

in 1, 1 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

# Kerry & Hanson Flooring Co.

GRAYLING. MICHIGAN

We are members of the Maple Flooring Manufacturers' Association

# EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

We Offer for Prompt Shipment:

15M 1x7" up No. 1 Common & Better Maple.

18 W 4 4 No. 1 Common & Better Quartered Maple.

200M 4/4 Full Log Run Beech.

50M 4/4 Full Log Run Birch.

50M 4/4 No. 3 Common Birch.

Write for prices

FULL THICKNESS

BAND SAWN

QUICK SHIPMENT

# VON PLATEN LUMBER COMPANY

Iron Mountain, Mich.

Have following stock at Boyne City, car or cargo shipments:

200 Mar Salana Belon Mapa

200 Mat. 4.4 No. 3 Con. Mat. (

100 M ft 6 4 No. 3 Cor. Maple

10 M ft 10 4 No. 2 Com. & Det ter Maple.

100 M fr. G ft. Con. Ite v L. sales

100 M ft 4 4 No. 1 and 2 Common Birch.

100 M ft 5.4 No. 1 and 2 Common Birch

50 M ft S i No. 3 Common Bass-wood,

50 M ft 6 4 No. 3 Common Bass-

# BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm and Hardwood Lath.

LET US OUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.

EASTMAN FLOORING CO.

# HARDWOOD RECOR

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, IN-DIANA, OHIO, PENNSYLVANIA, NEW YORK

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The Foremost Hardwood Market of the East

# **BUFFALO HARDWOOD** LUMBER CO.

Dry band sawed stock
Piled at our Yard at Buffalo ready for shipment
Ash, No. 1 Com. & Better, 4/4 to 16/4, dry stock
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12/4, dry stock
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Specialties:

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Standard Hardwood Lumber Co.

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1075 Clinton Street

ANTHONY MILLER HARDWOODS OF ALL KINDS

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# G. Elias & Bro. HARDWOODS

White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Mill-work, Boxes, Maple and Oak Flooring

STREET ELK 955-1015  ONORIORIISEK († 1. – 4 MAIISTORIA – 11 MARTIICHERDOBROOKELOO EESEKATORIKAAN KARAATAAN AAN AARAATAAN OORIN MART McLean Lumber Co. Hugh

OUR SPECIALTY:

**OUARTERED** WHITE OAK

940 Elk Street

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

Both Northern and Southern Oak Hardwood Lumber and Rotary Veneers

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C. H. Meyer, Office Sales Mgr.

Stimson Veneer and Lumber Co. Memphis. Tenn.

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Hardwood Lumber from 3/8" thick up Rotary Veneers in regular & special stock Plain and Quartered Oak and Red Gum

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Rotary Cut Veneers

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Philadelphia, Pennsylvania ESTABLISHED 1798

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# Michigan Hardwoods Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service: - these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

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Sales Department, Cadillac, Michigan

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No. 3 Common Hardwoods

We can furnish No. 3 Common Maple and Beech, random lengths, as follows:

> 1x 81x41x 91x5 $1 \times 10$ 1x6

1x11 & wider

The stock is mixed Maple and Beech but runs largely Maple

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Sales Department, Cadillac, Michigan



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Guaranteed Stock in

PLAIN RED and WHITE OAK BIRCH

SELECTED and UNSELECTED

RED GUM

WHITE ASH

**OUARTERED OAK** 

and MAHOGANY

PROMPT DELIVERIES

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MISSISSIPPI VENEER & LUMBER CO.



SELECTED RED GUM

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# THE SOUTH

# SOUTHERN HARDWOODS

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Why not get our prices?

# LITTLE ROCK LUMBER & MFG. CO.

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# OAK

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High Grades

Band Sawn Lumber

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# Soft Textured Oak and Tenn. Red Cedar

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Poplar ·

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Black Walnut

# STEARNS"

Hardwood Specialists

5,000,000 feet 4-4 to 8-4

# BEECH

A complete stock of thoroughly dry Beech in all grades

We specialize in Kiln Dried Stock

The C' LUDINGTON. MICH.

# Alexander Brothers

Stock List

Jan. 1, 1916.	F. O. E	3. Belzoni	RET	ZONI,	M155.
		Fas	No	1 Com. No	2 Com
l Qtd. W. Oak		51 100		,000	20.000
14 Ord. W. Oak		25,000		800	4.00
1 Qtd W. Oak		5 000		800	15.00
114 Ord. W. Oak		5 (1011)		,000	
2 Old. W. Oak					F 00
		5,800		,100	5,000
2½ Qtd. W. Oak		6,500		,000	
			1	,000	
White Strips		. 91,000			
1 Strips				,000	
% Qtd. Red Oak		4,000	6	,000	2,500
l Qtd Red Oak .		2,000	36	, H(H)	30,000
1½ Qtd Red Oak		900	5×	,000	17,000
1 Qtd Red Oak 12 Qtd Red Oak 13 Strips 1 Qtd. Red Oak Strips 1 Qtd. Red Oak Strips 1 Plain White and Red O		6.000			
Otd. Red Oak Strips.		17.000	37	,000	
Plain White and Red (	Lak	7.000		(1111)	68.00
Wagon Oak Com. and	Rotter	30,000		, , , , ,	00,000
Wagon Oak Com, and Wagon Oak Com, and Ash Ash Ash	Rettor	1.500			
1 Ash	Inchest.	9.000		,000	25,000
117 A. Is		3,000		.200	
216 Ash		00.000			
ANII		29,000		.000	
ASH car iii.		1, (3171)		500	
Cottonwood 12 m, and Pan Bx, 9 to 12 m, . Pan Bx, 13 to 17 m	up .	. 5,000			
Pan Bx. 9 to 12 in .		. 11,000			
l Pan Bx, 13 to 17 m					
3s Tupelo		30,000	11	,000	
Tupelo		9,000	21	.000	
I Tupelo Bx, 13 to 17		. 1,500			
14 Tupelo		36,000		.000	
Tupelo		70.000	9	.500	
Otd Red Gum		4.500			
1 o Otd Red Gum		24: 000		,000	
11. Otd Rad Cum		1 000			
1 No. 2 Otd Red Gum. 2 Otd, Red Gum .		1,000			
1 Qtd Red Gum		7,000	c'o	* * *	40.00
I III Red Guill			82	,000	42,000
14 Pln. Red Gum		5,000		,500	14,500
Ph. Red Gum		6,000		.500	19,000
2 Pin Red Gum		3,000	2	.000	13,000
I Sap Gum IS in up		22,100			
2 Pln Red Gum 1 Sap Gum 18 m up Poplar Log Run		26,000			
		_		No. 1	No.
		Fas	Select	Shop	Shop
1 Cypress		15,000	60,000	45,000	41,000
11 <sub>2</sub> Cypress			6,900	4,000	9.000
2 Cypress		15,000	3.500	2,500	
			3,000		
Cyptess			41,500	16,500	
			*7 11/10	7.450000	

oplar Weatherboarding. Prices subject to change without notice.

Quotations subject to prior sale.

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Save Time

Save Labor

Save Waste

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Manufacturers and Wholesalers of All Kinds of

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West Virginia Spruce and Hemlock Long and Short Leaf Pine

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PHILADELPHIA

# Salt Lick Lumber Co.

KENTUCKY

# Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

WEST VIRGINIA HARDWOODS AND NORTH CAROLINA PINE

Willson Bros. Lumber Co.

Manufacturers

 $\label{eq:mills} \mbox{Mills at} \left\{ \begin{aligned} & \mbox{PORTERWOOD, WEST VA.} \\ & \mbox{JACKSONVILLE, N. C.} \\ & \mbox{CONWAY, S. C.} \end{aligned} \right.$ 

Main Office:

PITTSBURGH, PA.











The levels of post centuries desire the the oaks as strait study," "state art" and at the serie from "hespitable"

In our own torests the cultives stand with a confidence inspiring raphedress, there are sounder, with fewer natural defects than any of the almonative hardwoods.

It is admittedly a fact that even the moderately priced lines of oak furniture have more "appearance," suggest more luxury, more individuality than more costly pieces in most other woods.

Oak is more saleable for the retailer because it doesn't require special education as do new woods and because it doesn't scare off the less opulent buyer by the very sound of its name.

The wise furniture maker will prepare to reap the benefit from the greater interest in oak interiors and the desire for harmony in fittings—and he will convince the retailer of the wisdom of this course.

Why have the victors of all times described the OAK dintime hall, the OAK barquest table? Doesn't the sound of the name, the very sight of the wood are forth an inspect tion of the hospitality of the hourd'?



For any information on this subject address

# Any Manufacturer on the Opposite Page

Oak Information Bureau, 707 Ellsworth Building, Chicago







# Dependable Manufacturers of Oak

### ALABAMA

H. H. Hitt Lumber Company, Decatur. (See page 39.)

Cromwell Hardwood Lumber Co., Montgomery.

### **ARKANSAS**

ARKANSAS

\*\*Kentark Land & Timber Company, Allpott.
Thane Lumber Company, Arkansas City
Bliss-Cook Oak Company, Blissville, (See page 50.)
Paepeke Leicht Lbr. Co., Blytheville and Helena.
(See page 48.)
Petrod-Jurden & McCowen, Brasfield and Helena.
Crittenden Lumber Company, Crittenden.
\*\*Fee-Crayton Hardwood Lumber Co., Dermott.
J. H. Bonner & Sons, Heth. (See page 50.)
Little Rock Lumber & Manufacturing Company,
Little Rock, (See page 4.)
\*\*Miller Lumber Company, Marianna. (See page —.)
Muirhead Lumber Company, Weldon.

### ILLINOIS

H. B. Blanks Lumber Company, Cairo. (See page 12.) Thomas McFarland Lumber Company, Cairo. Dermott Land & Lumber Company, Chicago. \*Utley-Holloway Lumber Company, Great Northern Bldg., Chicago.

### INDIANA

INDIANA

S. Burkholder Lumber Co., Crawfordsville.

F. M. Cutsinger, Evansville. (See page 44.)

\* Maley & Wertz, Evansville.

John A. Reitz & Sons, Evansville.

\* Bedna Young Lumber Company, Greensburg.

Chas, H. Barnaby, Greencastle. (See page 44.)

J. V. Stimson, Huntingburg. (See page 64.)

Long-Knight Lumber Company, Indianapolis. (See page —)

page —.)
Coppes Bros. & Zook, Nappance.
Wood-Mosaic Company, New Albany, (See page —.)
North Vernon Lumber Company, North Vernon.
C. & W. Kramer Company, Richmond.
\* Swain-Roach Lumber Company, Seymour. (See

page 45.) Fullerton-Powell Hardwood Lumber Company,

FORT WAYNE \* Hoffman Brothers Company. (See page 12.) Perrine-Armstrong Company.

### KENTUCKY

Arlington Lumber Company, Arlington.
 Wright-Kitchen Lumber Company, Ashland.
 Clearfield Lumber Company, Inc., Clearfield.
 Day Lumber & Coal Co., Jackson. (See page 46.)

### LOUISVILLE

W. P. Brown & Sons Lumber Co. (See page —.) Churchill-Milton Lumber Company. Norman Lumber Company. (See page —.)

# LEXINGTON

\*Kentucky Lumber Company. E. R. Spotswood & Sons. (See page 43.) Turkey Foot Lumber Company, Inc.

### LOUISIANA

The Ferd. Brenner Lumber Company, Alexandria, Boeuf River Ld. & Lbr. Company, Logtown. The Hyde Lumber Company, Lake Providence. Thistlewaite Lumber Co., Ltd., Washington.

### **MICHIGAN**

Thomas Forman Company, Detroit.

### MISSISSIPPI

Alexander Bros., Belzoni. (See page 5.)
Lamb-Fish Lumber Co., Charleston. (See page 49.)
D. H. Hall Lumber Company, New Albany.
Paepcke Leicht Lumber Company, Greenville. (See page 48.)
Tallahatchie Lumber Company, Philipp.
Carrier Lumber & Manufacturing Company, Sardis.

\*Oak Dimension Manufacturers. Firms in Heavy Type Have Individual Ads on Pages Designated.

### **MISSOURI**

1. hg-Bell Lumber Company, Helwd. Dept., Kansas City, Mo.
Tschudy Lumber Company, Kansas City, Galloway-Pease Co., Poplar Bluff. (See page 36.)
Baker-Matthews M.nufacturing Co., Sikeston. (See

page 50.)

Garetson-Greason Lumber Company, St. Louis.
Thos. E. Powe Lumber Company, St. Louis.

### NORTH CAROLINA

Asheville Lumber Company, Asheville.

Carr Lumber Company, Pisgah Forest.

### OHIO

Yellow Poplar Lumber Company, Coal Grove. W. M. Ritter Lumber Company, Columbus, Barr-Holaday Lumber Company, Greenfield.

# CINCINNATI

Bayou Land & Lumber Company, (. Crane & Co. (See page 46.) The John Dulweber Company. Hay Lumber Company, Mowbray & Robinson Company. (See page 12.) The New River Lumber Company.

### PENNSYLVANIA

J. M. Murdock. & Co., Johnstown Aberdeen Lumber Company, Pittsburgh. Babcock Lumber Company, Pittsburgh.

### TENNESSEE

\*\*I. M. Card Lumber Company, Chattanooga. Williams Lumber Co., Fayetteville. (See page 47.)

\*\*Bedna Young Lumber Company, Jackson. Kimball & Kopcke, Knoxville.

J. M. Logan Lumber Company, Knoxville. Vestal Lumber & Manufacturing Co., Knoxville. (See page 4.)

Little River Lumber Company, Townsend.

MEMPHIS

MEMPHIS
Anderson-Tully Company. (See page 4.)
Geo, C. Brown & Co. (See page 12.)
R. J. Darnell, Inc.
May Bros.
Memphis Band Mill Company.
Nickey & Sons Company, Inc. (See page 42.)
Paepeke-Leicht Lumber Company. (See page 48.)
Fetrod-Jurden & McCowen.
Russe & Burgess, Inc.
E. Sondheimer Company. (See page —.)
VandenBoom-Stimson Lumber Company.
Welsh Lumber Company.
J. W. Wheeler & Co.

NASHVILLE
Davidson, Hicks & Greene Company,
Farris Hardwood Lumber Company, (See page 51.)

\*\*Love, Boyd & Co.

\*\*John B. Ransom & Co.

# **VIRGINIA**

\* U. S. Spruce Lumber Company, Marion. Boice Lumber Company, Inc., Richmond.

# WEST VIRGINIA

\*\*Lewis Lumber Company, Albright.
The McClellan-West Lumber Company, Bluefield.
The Alton Lumber Company, Buckhannon.
\*\*West Virginia Timber Company, Charleston.
\*\*Pardee & Curtin Lumber Company, Clarksburg.
Maryland Lumber Company, Denmar.
C. L. Ritter Lumber Company, Huntington.
Rockcastle Lumber Company, Huntington.
Clay Lumber Company, Middle Fork.
The Parkersburg Mill Company, Parkersburg.
\*\*The Meadow River Lumber Company, Rainelle.
\*\*Warn Lumber Corporation, Raywood.
\*\*American Column & Lumber Co., St. Albans.

WISCONSIN

G. W. Jones Lumber Company, Appleton.



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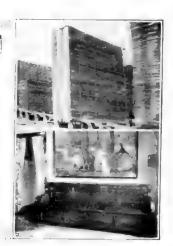
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Band Mill, Proctor, Ark.

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# Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

# THE HARDWOOD COMPANY

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No. 6



# Review and Outlook



# General Market Conditions

THE JANUARY FURNITURE EXHIBITS are holding the interest of the entire hardwood trade as being the most direct and reliable means of formulating a definite analysis of what may be expected within the next few months in the way of hardwood purchases. While the shows are really just beginning, both at Grand Rapids and Chicago, it is estimated that these exhibits will be close to the best, if not the leading shows, in the history of furniture manufacture. Unlike January shows of last year, the sales and prospective sales are not confined to the moderate priced lines, but cover the very best as well as the cheapest and all grades in between. The maximum of hope can be gathered from indications already revealed at the big exhibition buildings at these two important furniture centers.

There is plenty of food for thought in the regular reports of the credit rating organizations in which notices of bankruptcy proceedings and other developments indicating poor condition of business are not nearly so apparent as they formerly were. The notices of new organizations, rehabilitation of old institutions, in fact a general spreading out is conclusively revealed by a careful perusal of the pages of the regular supplements.

The expression of leaders in respective localities are so similar in their optimism that they would appear to have been inspired from one source, and they surely do result from a common ground, namely, a genuine, decidedly perceptible advancement of improvement. All seem to be unanimous in the statement that the last two months have brought the hardwood trade more nearly to a normal state and hardwood prices to a better level than have prevailed for three years back. The process of readjustments of values is about completed, and with prospects from the furniture exhibits concretely in mind, thus providing a safe barometer with which to guide purchases for furniture manufacture, the expected general advancement of values will surely begin to become country-wide within the next month. It is quite probable that except during the latter part of January there will be slightly lessened interest in purchases as the furniture men and manufacturers of kindred lines are not disposed to make definite policies until they are absolutely assured of their own future. But long before the furniture shows started, the manufacturers enjoyed such a stimulated interest in their products that they had begun to stock up as far as it was practical for them to do so. The real interest in normal buying will surely begin to exhibit a definiteness just as soon as the theoretical uncertainty of January is over.

The railroads are also very promising factors for future purchases. It is a matter of general knowledge that they are doing much better in a financial way than they have in a long while, and they have given ample evidence that they will rehabilitate their equipment, putting it in excellent condition while present conditions are existent.

The tremendous amount of new capital that has come into this country in the last year and a half is perhaps one of the most genuine influences for good, as it has resulted in a spreading out of established enterprises and launching of many new ones. The investment in many channels and the effect of such industrial growth is beginning to show itself. Such influence is more or less subtle and probably cannot be directly traced, but nevertheless it is one of the strongest influences making for prosperity in this country.

The only thing necessary for a reasonable continuance of lumber manufacture is for those in control of the hardwood situation to keep their enthusiasm well in hand in order to avoid anything approaching over-production, as while stocks are not plentiful in any particular, a general resumption of capacity manufacture before the situation has attained expansion to a normal point might offer retarding influences for future months.

The northern situation in this respect is not quite so favorable as the southern, although the upper grades of northern hardwoods are bringing better values than they have for a long while. If northern manufacturers will only refrain from night shifts for at least a few months longer, they will be getting as much for their products as they could reasonably anticipate under the best conditions.

In the South sap gum has been going at a very rapid rate and red gum is following pretty closely behind. Oak is attaining a better position almost daily, while further east the poplar market is continuing to show improvement.

### The Cover Picture

ALL HAIL THE INFLUENCE OF THE NARCOTIC WEED with which men fill their pipes in time of peace and in time of turmoil and trouble. Botanists have classified and described it; historians have told its story and its romance; poets have sung its praises; and Sunday school lecturers have marked it with the branding irons of Satan.

The picture which appears on the cover of this issue of Hardwood Record needs no extensive description to make its meaning plain. It is the pipe of peace in possession of a peace-loving lumberman, such as haunt the northern camps in winter. The man who is taking his rest and leisurely filling his pipe for the smoke that means so much to him, could not be mistaken for a superintendent or general manager of an extensive operation in milling or logging; but he bears unmistakable resemblance to the easy-going individual who works by the day, potters about the premises, eats three meals, sleeps soundly and "not a wave of trouble rolls across his peaceful breast."

He is shaving his tobacco for his customary smoke, and the careracked business man may well envy him the contentment that is his and the comfort which he is able to extract from the situation. NE.

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The act st who made the plotograph which is equal on the front cover was instructed by Hydroweod Record to Upose nobody and catch nature as it is. He caught it. All the posing that could be done for effect would not improve the case and elegance of that sitting. Photographers and nature fakirs go all the way to Africa to snap wild animals in their home haunts. One picture of a soke beside its native bush is worth a hundred in a zoo; and so it is in the present case. The lumberjack by his hut door, at peace with the world, and preparing a smoke, is worth a thousand yields of moving pacture reels of lumbermen's banquets where scores of Havanas pierce the blue haze in the background. The former is natural, the latter artificial. The lone smoker, communing with the peace of his own soul, is the highest personification of satisfaction that it has been given to mortal man to know.

# Looking Forward

BUSINESS IN THIS COUNTRY has been stimulated by war orders, which came at a time when they were needed and served to bridge over a precarious situation in our industrial affairs, for which nearly everybody is thankful. But what lies ahead? The war will not last indefinitely, and when peace comes to the troubled nations, and "the war drum throbs no longer and the battle flags are furled," what sort of business will the United States be able to carry on with the countries which have been so badly shot to pieces? They have been paying money for munitions. We are draining their ready cash to this side of the Atlantic; but that process will not continue after the war closes. War business will give place to peace business, or to no business at all.

The question is, shall we continue to sell to those people? If so, what shall we sail then? What shall we take as pay? It cannot be doubted that they will need all the commodities of ordinary life that we can send them, but will they be in a position to buy? That will depend upon what and how much we buy from them. Normal trade consists of an exchange of what we have for what they have. It is not made up of sales in which articles are disposed of for eash, each side receiving money for what it parts with.

Now, when the war is over, be the time short or long, the European people will come to us with merchandise which they will be anxious to exchange for what we have to offer; but there will not be much gold in the transactions. It will be a swap. They will not take from us what they can produce at home. In view of that, we shall have to revise our list of exports. But it will not be so much our exports as our imports that will call for serious thought.

A French commission is now in the United States investigating our manufacturing resources with a view to purchasing large quantities of our machinery with which to equip French factories at the close of the war. That industrious people is getting ready to sell again to buyers in all parts of the world. There is no reason to suppose that Germany, Austria and England will not do the same. They will become our business rivals in a competition as keen as the world ever saw. We are carrying on trade now pretty much on our own terms; but there will be a change when the devastated countries across the sea rebuild their factories on modern lines. That keen competition will not be confined to the soil of the European countries now at war; but it will be worldwide. We shall be obliged to fight for markets in South America, in Mexico, in Africa, and in the Orient.

But the severest fight of all will be in our own country; because that to us is the most vital. European commerce will challenge our manufacturers at their own doors. Can the shop in Michigan, or in

M.s. out., or in Mass chasetts, which pays its holp from ten to thirty dollars a week, meet successfully the competition of the French, German and Taghish shop which pays only half as much? That question most be answered very soon after peace is declared. Heretofore our better machinery and more skillful workman and favorable tariff have note it possible for as to compete in some lines with the cheap labor beyond the sea; but the French commission now in this country has dropped a hint that their machines will be as up to-date as ours, because they intend to buy the best we have and install them over those.

When that happens, not only will they have the advantage of us in every foreign market because of their cheaper labor, but when we want to trade with Europe we must take our pay in articles which may be in direct competition with what we make at home.

Many an American who has heretofore looked upon the tariff question as something vague and theoretical, and of interest to politicians only, will soon have occasion to change his viewpoint.

# The Lumbermen's Reputation Is Established

THE LONG SIGH OF RELIEF which the lumber trade is, figuratively speaking, now enjoying, the contentment which it brings following the long, lean years of depression, economy and scheming to hold things together brings out in striking contrast the darkness of the period that now seems to be well over. It emphasizes what the lumber trade has passed through and makes apparent the victory which has been won.

The exact figures are not available showing proportionate failures in various lines of business for the past two years, but opinions on this subject rather point to the fact that in the lumber business there has been a less proportion than in almost any other line. At least lumbering is well down toward the end of the list.

It is plain that this is not the result of less stringent conditions in lumbering, as no other line of business feels depression so quickly or recovers so slowly as does lumber. Lumber has been in the dumps as deeply and as consistently and for as long a period as any other line of commercial activity in this country. - At the same time nobody will deny lumbering has really made a record. What, then, is the fundamental reason for this, for there must be one reason which is primarily responsible? Isn't it because lumbermen as a whole are more stable, more reliable and more straightforward than the average group of business men, that their contact with the open has developed a solidity which has been of remarkably poignant moment in their credit arrangements? As men they are more simple and as business men their methods are more simple than those of most men in business in this country. They leave less to the imagination of the financial man. This very simplicity of personality, this straightforwardness and simplicity of methods has undoubtedly, even though unconsciously perhaps, been of tremendous weight in effecting more favorable consideration on the part of those to whom the lumberman is responsible for his credit. Without doubt it is this ability to get assistance at the crucial time that has kept the lumber trade in such generally sound shape. Lumbermen can face the new year congratulating themselves not only on the improvement and the bright hopes for the future, but on having accomplished a victory due directly not only to their efforts but to themeslves as men and as parts of a confidence inspiring whole.

# Safe from Substitutes

SUBSTITUTES HAVE FOUGHT LOSING BATTLES in all their efforts to displace the wooden crosstie. Efforts to accomplish that end have been many and long-continued, and the result has been practically nil. The earliest crossties were of wood; but railroad building had not advanced far in England where wood was costly before an ambitious trial was given to stone as a substitute. Granite ties were cut to shape and a section of road was built. It was to be the everlasting road. It was never to wear out. The decay of wooden ties and their crushing and cutting beneath the rails were early recognized as the seat of the chief expense account in railroad maintenance. The granite ties were expected to cure that evil once

for all. No reason was apparent why stone ties should not last for generations.

The trial was a speedy failure. The road bed was so rigid that the engines and cars were jolted to pieces. The shock which the wooden tie had taken up, was not absorbed by the stone substitute, and the rolling stock suffered to such extent that the granite crossties were soon pronounced a failure and it does not seem that any serious attempt to use them has been made since.

Metal has been tried in various forms and in numerous situations. Official reports of some of these ties have been favorable, if one may judge by the reading of the reports; but the outstanding fact is that the metal ties have not been much used in this country. Some years ago the government thought it worth while to investigate the various patented crossties. Most of such were metal or metal in combination with something else. Two reports, aggregating about • five hundred printed pages, were published by the government. The patents were so numerous that the lists alone occupied several pages of the reports, and there were long descriptions of the numerous devices intended to do away with the wooden tie in railroad building. The tone of the reports leaves the impression that the government agents were in sympathy with the substitute ties and were making out as good a showing as possible in their favor. Numerous incidents were cited of metal ties that had been apparently successful in foreign countries.

Actions speak louder than words. In spite of the sympathy shown the patented crossties in government reports, these substitutes all fell flat so far as practical use in tracks has gone. They are not heard of any more. They must have proved failures under American railroad conditions. In many instances the cost was excessive; but first cost would scarcely have stood in the way of the use of metal ties if they had proved sufficiently durable and otherwise satisfactory.

Wood still stands supreme as tie material in this country. Cheapness is in its favor, always has been, and probably always will be. Crosstie timber is one of the surest and quickest returns from practical forestry. A tree is large enough for ties long before it may be profitably cut for saw timber. Different woods possess different values for ties; but almost every species that attains sufficient size may be used. Oak leads in number of ties in use, followed in the order named by southern pine, Douglas fir, western pine, cedar, chestnut, cypress, tamarack, hemlock, redwood, white pine, lodgepole pine, gum, spruce, beech, and many others. These include practically the whole range of American forest trees.

Two properties of wood are desired, durability and hardness. The former quality resists decay, while hardness enables the tie to wear well and to resist the cutting of the rails and the crushing and grinding where the timber rests on stone ballast. Some ties of soft species like redwood and white pine may wear out before decay destroys them, while others, such as red oak, fail through decay.

Metal plates beneath the rails shield soft woods from rail cutting, while preservative treatment lengthens the life of woods subject to quick decay. Both methods are in use and add much to the value of wooden ties.

# Where the Forester Is Helping

ANY LUMBERMEN WERE SKEPTICAL of the practica-M ANY LUMBERMEN WEST policy when it was originally bility of the national forest policy when it was originally instituted, but the activity of the foresters connected with the Forest Service has demonstrated their worth and the value of a national forest policy so convincingly that the most skeptical have long been converted to the idea. It is certainly a fact that one of the most direct benefits that will accrue to lumbering and to lumbermen is to result from the close personal contact on the part of a government institution with the factors and new problems which confront the lumber industry of this country. Were it not that the acquisition and administration of the national forests necessarily throw the forestry department of the government in direct contact with the lumber business and hence compel the Forest Service to recognize the lumberman's problems, it is quite likely that these problems would never be fully appreciated in Washington. Thus the service acts as a practical go-between connecting the lumber industry with the administration in a way which is

going to materially help the lumbermen in the presentation of their problems.

The active working of these conditions is strikingly set forth in the annual report of Chief Forester Graves, which was recently released. Mr. Graves makes the direct statement that the financial burdens resting on private owners of uncut timber have forced the manufacture of lumber without regard to market demands, and with consequent demoralization of the lumber industry and wasteful use of timber resources. It is forcefully pointed out that the condition confronting lumbering in the United States is related primarily to the necessity for carrying enormous quantities of raw material, exploitable only during a long period of time, in private ownership, thus showing a vast differentiation between lumbering and other industries and necessitating protective measures which are not required in other manufacturing lines. It is pointed out that this load of uncut timber, with its far-reaching financial burdens, hampers or prevents the private operator from adapting his business to the changed conditions of his market and to the competitive factors of more or less recent developments, all of which means that financial and economic conditions necessarily compel the lumberman to operate to a large extent independent of actual market influences and without regard to wastefulness of forest resources.

The frank recognition of these conditions by the head of the Forest Service and the fact that the matter is being handled without gloves by the service in co-operation with the Federal Trade Commission, investigation gives ample ground for hope for the future.

# Saving the Scraps

WHEN THE MISSISSIPPI'S ANNUAL FLOOD inundates the country for miles on both sides, the lumberman is prone to believe that the principal loss falls on him. His logs and lumber are scattered, some beyond recovery, and some suffer much injury. The farmer is fully convinced that the burden falls heaviest on him, because his fences, sheds, coops, and pens depart on the crest of the flood, and calves, hogs, poultry and cows swim away to that bourne whence no animals ever return to their owners.

There is another heavy sufferer in the Mississippi floods according to the latest report of the Commissioner of Fisheries who has just published the story of losses from his viewpoint. He considers the loss of fish as one of the very serious matters connected with the annual overflow of the great river. It might be supposed that the fish would be about the last kind of property to suffer on account of high waters; but there are two sides even to that question. The commissioner explains the source of the loss and the steps taken to lessen it thus: "The Bureau of Fisheries has done and is doing much for the conservation and utilization of food fishes which have heretofore been wasted. Each year, when the Mississippi and Illinois rivers, with their various tributaries, overflow their banks and later recede, millions of young fish are left stranded in temporary pools or where in a short time they would perish. Rescue work is, however, undertaken by the bureau, and in 1915 over eight million valuable food fish were saved and delivered to applicants, deposited in public waters, or returned to the main rivers."

This lesson is valuable in that it shows that the policy of saving is being applied in widely-separate fields. While the lumberman is saving the tree tops and the odds and ends at the mill, the fish people, with all the seas and rivers at their disposal, consider it worth while to rescue the small fry stranded in ponds and pools by receding floods. "Despise not the day of small things" is an old motto which has become the base and groundwork of the conservation policies which are taking such firm hold on the business of the country.

The amount of depreciation per annum in the machinery equipment depends so much on the men at the machines that it is sometimes good policy to take something from the depreciation account and apply it to paying higher wages to good men, who will repay it by making the machines last longer and do better work.

There is some relation between band saws and men, in that they have to be hammered around a little to keep them stiff in the back.



# Indiana's Wood-Using Industries



Same Marine

The year value of the taward in the United States for manufacturing sewing macross and into the additional feet, and the fact of the bound of the second of the bound of

Indiana manufacturers use 31,110,527 feet of wood annually for the manufacture of sewing machines, and Illinois uses 20,800,000 feet.

The top or table of a sewing machine is carefully made to guard against wave to the first kind. So for a tree appropriate of the finished article is concerned it might be taken for a single piece of wood; but it is built up of sheets of veneer to give the required thickness. The grains of the sheets cross one another at right angles, thus counteracting tendencies to warp. The concealed sheets are of good core wood, such as yellow poplar, basswood, or cottonwood, and the outer sheets receive the finish.

Oak is the leading wood employed in the manufacture of sewing machines in Indiana. The oak sewing machine has long been popular, and there is no indication that its popularity is waning. Black walnut is popular also. Walnut is most frequently seen in the cabinet sewing machine. The following woods are employed as cabinet material rather than for the top or table: Birch, pine, sugar maple, cotton gum, basswood and cottonwood. Mahogany is always placed where it is visible, therefore, it is a table wood as well as for the outer parts of cabinets. Less than 15 per cent of the demand for sewing machine woods is met by forests in the State. The finished machine is seldom turned out of the factory that makes the wooden parts. The completed machine is assembled in another factory, perhaps hundreds of miles from the place where the woodwork is done. Mahogany is the most expensive wood reported by this industry in the State, and black walnut is second, white oak third.

The manufacturers of sewing machines in Indiana are: Edinburg Cabinet Company, Edinburg; Indiana Manufacturing Company, Peru; Singer Manufacturing Company, South Bend, Ind.

TABLE 41-SEWING MACHINES

			111000		Grown in	Grown out
(1197	fifty use I an	เกษาไว้ๆ	COSt	Total cost	1. 1 1	of Indiana
		100	3 - 4 - 2	f. o. b.		
Ker for	The the man	cert.t.	1. from ft.	4 / 105	Fireb m.	Feet b. m.
ZZ-1	10/251/250	\$2.95	\$5.2 300	\$ 543,210	2,853,750	7.397,500
Re rate.	N 77 1 2 800	_T 43	31,60	270,425	150,000	8,384,250
Ye in the street	J. 1964 244	19-17	20002	295,330	11,000	5,953,244
Black wasnut	4 934 817	15.51	73.93	363,500	772,815	4,144,000
FC+	727 10 21	2.33	0.7.59	27 27 0	462 500	262,500
Sugar maple	2 (+ 14%	,945	44.18	13,215	50,100	249,148
Cart a grin	200 000	, 1.1	40.00	39, 4 214		200,000
Longbaf pine	4 7 1 1	.21	17.00	1,105		65,000
Mr. F. Programme	61.575	20	119.00	7.367		61,878
Pt	# + p + p + 1	.19	35.00	2,100		60,000
Cottonwood	26.912	114	1 (1)	510		26,912
Bir h .	6.000	0.2	50.60	300	3,600	3,000
		********	A \$10 pts	81.745.612	1 000, 105	26 867 462

### REFINGERATORS AND KITCHER CARRIETS

The articles included in this industry might be called kitchen furniture, since it includes refrigerators, kitchen cabinets and cupboards, and kitchen tables. These differ from ordinary furniture in the uses to which they are put and in the different class of woods demanded. The importance of considering the industry separately is shown by the fact that the annual demand for wood in the United States for the manufacture of refrigerators and kitchen cabinets totals 137,616,266 feet.

The refrigerator maker is somewhat choice in his selection of material for certain purposes. The interior, if wood, should consist of only those kinds which possess no disagreeable odor or taste. Otherwise they may contaminate such foods as readily absorb impurities. Besides that, the wood should be white for appearance's sake. Basswood, cottonwood, spruce, elm, and ash are satisfactory. Where frequent scrubbings are desirable for sanitary reasons, no wood is superior to white elm. It washes white and clean. Ash is little inferior to elm in that respect, and maple is quite satisfactory.

Refrigerators and kitchen cabinets consist of two distinct parts, and two classes of wood are wanted. The outer part is finished for display, except in the most ordinary kinds, and woods attractive

how a self force or color are nowed. Oak, reform, yellow pine, ash and birch fill that place. If veneered panels and tops are used, the core stock is chestnut, white pine or yellow poplar. The lining, shelves, drawers, and compartments are of red gum, basswood, cottonwood, yellow poplar, spruce, beech, ash, maple, cypress, sycamore and birch.

AAREL A. LEEDINGERADE AND KIT HEN CABINETS

			1 . 1 . 1 . 1 .		Carl Maria Ira	Grown out
4.4 . 12	1.13 USE 1 41	nually	1.001	Total cost	Indiana	of Indiana
		15.7	1 4 4	f. o b.		
Is in 1 of weed	Pearly Th	cent.	1 18	factory	Fretb to	Feet b. m.
18 2, 1 1 20	5 721,786	20.74	\$ . 1 6.7	\$ 204.072	1 0004 1000	4 716 800st
Let book	0.024 870	114 1, 1	30.73	165.614	1,051,570	4,273,000
For Committee	1 - 27/10/1004	11 27	22 164	14.4 19.5.7	7, tr(+t)	4 294,000
La residence to	3.355,000	12.27		Section Control	460 000	2,3(25,000)
and the second of the second	200,000,000	10.62	2000 % \$	500 (0.5)	50,000	2.580,000
Longleaf pine	1,221,339	4 1.1	. 12	the first by		1,221,339
Yellow poplar		3.73	2500	29 105	251,000	776,542
* Pro e	14017, 100%	3.40	214 67	32 520		937 998
Lees the contract of	450000	1.63	21.78	20.367763	225,000	225,000
White eim	436,400	1.58	24.94	10,870	412,000	24,400
White time	402,700	1.46	16.12	6,491		402,700
Bark hali .	R20 000	1.16	20,85	\$1,5450	270.000	50,000
S as ar march	270,033	14%	23.50	61 4.74	158 000	112,033
Capitalian	224,000	.51	-21.09	4,725		224,000
Hom, ock .	142,772	.52	15.69	2.00%		142,772
St import in a	140 000	.51	18.21	2,550	140,000	
Chartest	101,740	.37	17.82	1,813		101,740
Etrob	91,500	33	30.61	2,801		91,500
White ach	81,700	7511	29.34	2,397		81,700
Ser maple	42,000	.15	27.14	1,140	42,000	
Slippery elm		\$ 1 hs	200 (11)	450	22,500	
Shortleaf pine		.04	18 00	180		10,000
Total	07 75 1550	100.00	5"4 411	\$ 794.3956	4.05 ( 350	23 490 524

MANUFACTURERS OF REFRIGERATORS AND LITCHEN CABINETS

Wasmith-Edincott Co., Andrews Reach Brown Mfg. Co., Cumberland Wickers Refrigerator Co., Elkhart G. I. Sellers & Sons Co., Elwood Globe-Bossee-World Furniture Co., Ev.nsville Indiana Furniture Co., Evansville Klaver & Gondal Tempsylle

Evensville
Indiana Furniture Co., Evansville
Klamer & Goobel, Evansville
Paul Mfg. Co., Fort Wayne
McDougall Co., Trankfort
Joen Thomas, Galveston
I.X.L. Furniture Co., Goshen
Greeneastle Cabinet Co., Greeneastle

Hughey Mfg. Co., Indianapolis Jeffersonville Mfg. Co., Jeffersonville

Metrry Refrigerator Co., Kendallville Campbell-Smith-Ritchie Co., Lebanon Geo. F. Felker Cabinet Co., Leba-Len Banta & Bender Co., Ligonier Sturkin Nelson Cabinet Co., Logans-

Stirkin Nelson Cabinet Co., Logansport
Dearborn Desk Mfg. Co., Marion
McClure Mfg. Co., Marion
Durham Mfg. Co., Muncle
Hoosler Mfg. Co., Newcastle
C. H. Brownell, Peru
Indiana Mfg. Co., Peru
Samuel Stick, Ridgeville
C. F. Schmoe Furniture Co., Shelbyville

Spiegel Cabinet Co., Shelbyville John Koontz Sons, Union City Vincennes Furniture Mfg. Co., Vincennes Cardinal Cabinet Co., Wabash

TANKS AND SILOS

Statistics are not compiled in a way to separate silos from tanks and vats of other kinds. The silo is a storage place for green feed for farm stock, and is an invention of recent years, but vats and tanks for liquids and semi-liquids are older. The silo is becoming the most important of the group. It is a highly profitable adjunct of a farm and utilizes crops which formerly were largely wasted. Some planing mills and woodworking facories specialize on silo stock. Such material is shown in statistics of manufacture; but many silos are built by carpenters who cut and fit the lumber on the ground where the silo is set up, and these are not included when statistics are compiled because reports are secured from manufacturing plants only. It is impossible to say how many are built in that way in Indiana.

For tanks and silos, reports show a total annual use of 225,617,686 feet of wood in the United States. The briefness of the list of woods going to this industry is due to the necessity of excluding such as decay quickly. Conditions are conducive to decay. From the numerous kinds of woods available in Indiana, the builders of silos and tanks use only five. These are, as shown in Table 43, longleaf pine, Douglas fir, express, white pine, and Norway pine. Not one foot of hardwood is reported, and not one foot of native Indiana wood. The sharpest rivalry is between longleaf pine and Douglas fir. The two contribute ninety-seven per cent of all the lumber reported for tanks and silos in the state. The pine leads in quantity, but the fir, because of its higher price, leads in total amount paid. Cypress is third in quantity, and highest in price. Its durability long ago made it popular for tanks, particularly in the South where dampness and warmth increase the activity of decay. White and Norway pine are not employed in large quantities by this industry in Indiana.

### TABLE 43-TANKS AND SILOS

Quantity used ann	ually Per	Average cost Total co	ost India <b>n</b> a	Grown out of Indiana
Kind of wood Feet b. m.		1.000 ft. factor		Feet b. m.
	57.08	\$24.65 \$ 369,		15,000,000
Douglas fir 10,510,000	40.00	38.04 399,		10,510,000
Cypress 615,000 .	2.34		300	615,000
White pine 150,000	.57		250	150,000
Norway pine 2,000	.01	30.00	60	2,000
		800 MM 0 000	040	00.055.000
Total26,277,000 1	00.00	\$30.57 \$ 803,	210	26,277,000

MANUFACTURERS OF TANKS AND SILOS Indiana Silo Co., Anderson Red Cross Mfg. Co., Bluffton Bourbon Lumber & Coal, Bourbon Butler Co., Butler L. Henderlon & Co., Crown Point S. F. Bowser & Co., Fort Wayne

Flint & Walling Mfg. Co., Kendallville Perkins Windmill Co., Mishawaka Nappanee Lumber & Mfg. Co., Nappanee Woodburn Lumber Co., Woodburn

### AGRICULTURAL IMPLEMENTS

The term "agricultural implements" covers a wide range of articles, and it would be difficult to compile a list including all kinds. Hand tools used on farms are not usually counted as implements. Among these are pitchforks, hand rakes, scythes, cradles, flails, hoes, shovels, and others operated by hand instead of horse or steam power. When only the handle is made of wood, it is usually reported by the handle manufacturer and listed in the handle industry. The manufacturer of the tool buys the ready-made handle, and so can not report the amount of wood used in its manufacture. The dividing line between a farm tool and an implement can not be closely drawn, but it is customary to consider as tools those operated by hand, and implements are those needing additional power. The following list contains most, but not all, of the agricultural implements made in Indiana: Windmills for pumping water, plows, potato diggers, grain separators, threshers, clover hullers, pea hullers, pea rakes, reapers, mowers, grain drills, grass seeders, fanning mills, grain cradles, fertilizer spreaders, harrows, cotton planters, eveners, spreaders and straw stackers.

The important place occupied by hickory is to be expected, in view of the fact that Indiana is a large producer of this wood. It is employed where extreme toughness, resiliency and strength are wanted. Many farm implements contain pitmans or connecting rods, and no other wood equals hickory for that purpose. It is likewise unequaled as eveners, singletrees, and poles for horse-drawn machines.

Yellow poplar is another wood which fills some of its highest uses when made into seed boxes, chutes, hoppers, and compartments in certain agricultural implements. Its smoothness and its ability to retain its shape are the chief qualities recommending it. Its light weight, in proportion to its strength, is likewise in its favor as implement material. The extensive use of yellow pine, which in this industry is principally longleaf, is due to its strength and suitability for frames. Sugar maple is hard and strong, making it desirable for frames and braces. Cottonwood fills places similar to those where yellow poplar finds its best use. Other woods suitable for similar work are red gum, basswood, silver maple, hemlock, white pine, spruce and cypress. Frame woods, valuable for strength or toughness, are sugar maple, oak, ash, beech, elm, Douglas fir and cypress.

### TABLE 44-AGRICULTURAL IMPLEMENTS

			Average		Grown in	Grown out
Quant	tity used an			Cotal cost	Indiana	of Indiana
		Per	per	f. o. b.		
_ Kind of wood	Feet b. m.	cent.	1,000 ft.	factory	Feet b. m.	
Longleaf pine	4,548,755	18.93		\$ 154,880		4,548,755
Sugar maple	3,084,660	12.84	35.51	109,542	880,660	2,204,000
White oak		11.64	39.15	109,530	1,565,650	1,232,000
Hickory	2,760,750	11.49	42.83	118,240	730,750	2,030,000
Yellow poplar	2,065,000	8.60	36.76	75,900	465,000	1,600,000
Cottonwood	2,050,000	8.53	39.41	80,800		2,050,000
Red oak	1,630,000	6.78	39.77	64,825	830,000	800,000
Shortleaf pine	905,570	3.77	21.28	19,275	121111	905,570
Red gum	882,000	3.67	27.05	23,860	2,000	880,000
White ash	740,000	3.08	49.43	36.575	<b>49</b> 0,000	250,000
Basswood	550,000	2.29	33.55	18,450	175,000	375,000
Silver maple	520,000	2.16	26.73	13,900	365,000	155,000
Hemlock	367,900	1.53	16.52	6,079		367,900
Beech	226,190	.94	27.15	6,140	176,190	50,000
Black ash	200,000	.83	32.75	6,550	100,000	100,000
White elm	200,000	.83	26.00	5,200		200,000
Norway pine	137,720	.57	21.00	2,892		137,720
Chestnut	100,000	.42	20.00	2,000		100,000
Douglas fir	100,000	.42	30.00	3,000		100,000
White pine	94,720	.40	37.73	3,574		94,720
Spruce	50,000	.21	40.00	2,000		50,000
Cypress	10,000	.04	45.00	450		10,000
Cork elm	8,000	.03	90.00	720		8,000
_						

Total ......24,028,915 100.00 \$35.97 \$ 864,382 5,780,250 18,248,665

MANUFACTURERS OF AGRICULTURAL IMPLEMENTS

Stedman Foundry Co., Aurora Red Cross Mfg. Co., Bluffton J. W. Cunningham, Brownstown

Butler Co., Butler National Drill Co., Cambridge City Caldwell Mfg. Co., Columbus

Reeves & Co., Columbus Thos. M. Bales, Dublin Davidson-Dietrich Plow Co., Evans-Hartig-Becker Plow Co., Evansville American Potato Machinery Co., American P Hammond Indianapolis Cradle Works, Indianapolis ussell Windstacker Co., Indian-Russell Windstacker Co., apolis apolis Flint & Walling Mfg. Co., Kendallville M. Rumely Co., Laporte Rude Bros. Mfg. Co., Liberty American Drill Co., Marlon Perkins Windmill Co., Misha G. V. Griffith & Son, Muncie Mishawaka

Keck-Connerman & Co., Mount Ver-Keck-Connerman & Co.,
non

C. L. Morris, Plymouth
American Seeding Machine Co.,
Inc., Richmond
Robinson & Co., Richmond
M. Rumely Co., Richmond
Wayne Works, Richmond
Seymour Mfg. Co., Seymour
Birdsell Mnf. Co., South Bend
Oliver Chilled Plow Works, South
Rend

Chilled Plow Co., Oliver Chilled Plow Works, South
Bend
South Bend
Cyclone Seeder Co., Urbana
Hartman Mfg. Co., Vincennes
W. H. Clore Mfg. Co., Washington

### HANDLES

Few wood-using industries include a greater variety of individual articles than that of handles. They range in size from the cant hook with which the lumberman rolls sawlogs, down to small tool handles. Practically any wood that the forest produces is suitable for a handle of some sort. Some are demanded because of their strength and stiff. ness; some for their toughness and resiliency, and some for the smoothness of the polish which may be given them. Tools such as blacksmiths and certain other metal workers use require handles with low heat conducting power, to protect the worker's hand from burning. Not infrequently highly colored and artistic woods are demanded, as in the case of pocket knives and curling irons.

All kinds of handles are not reported by Indiana manufacturers, but the list is long and varied. It includes handles for tools in the following classes: Axe, hatchet, adz, chisel, hammer, pick, shovel, spade, croquet mallet, golf club, hay fork, rake, hoe, file, auger, gimlet, trowel, hay hook, broom, brush, mop, duster, pail, box, package, saw, scoop, sifter and a long line of tools for carpenters, cobblers, tinners, butchers, and for nearly all other artisans and workmen who use tools.

This is one of the few industries for which the forests of the state supply most of the wood. Three-fourths of it is home grown. Ash, consisting of black and white ash, constitutes more than half of the handle material reported in the state, and most of it is native timber. It is chiefly employed as handles of farm tools. The factories usually receive it in log form, cut in bolts of the desired length for the kind of handles to be made. It is sometimes sawed in squares or sizes to make one handle each, or it is occasionally split. Some of the best handles, not only of ash but of hickory also, are worked from split billets. Cross grain, by which the handle is weakened, is thus largely avoided. Some of the best hickory axe handles are hand shaved. Handsaw handles are made of applewood, cherry and black walnut; but applewood is the choice. It is customary to steam it several hours to deepen the color and render it uniform. The whole supply comes from old Indiana orchards. Some beech and mahogany are made into saw handles.

4.00	
TABLE	45-HANDLES

			Averag			Grown in	Grown out
Quanti	ty used an		cost		tal cost	Indiana	of Indiana
		Per	per		f. o. b.		
Kind of wood 1	Feet b. m.	cent.	1,000 ft.	. 1	factory	Feet b. m.	
White ash	8,865,500	52.81	\$30.74	\$	272,495	7,390,500	1,475,000
	1.865,000	11.11	21.87		40,785	970,000	895,000
	1.429.491	8.52	16.42		23,476	1,429,491	
	1.065,000	6.34	42.22		44,959	440,000	625,000
Basswood	976,000	5.81	20.23		19.748	776,000	200,000
Hickory	933,000	5.56	28.98		27.040	639,000	294,000
Red oak	752,000	4.48	42.00		31.612	527,600	225,000
Black ash	550,000	3.28	23.36		12.850	550,000	
Cherry	150,000	.89	40.00		6.000		150,000
Silver maple	110,000	.66	21.45		2,360	60,000	50,000
Black walnut	25,000	.15	40.00		1,000	25,000	
	20,000	.12	60.00		1,200		20,000
Mahogany	15,000	.09	50.00		750	15,000	
Applewood	10,000	.06	100.00		1.000	10,000	
	10,000	.06	25.00		250	10,000	10,000
Red gum			40.00		400		10,000
White pine	10,000	.06	40.00		400		10,000
Total1	6,786,591	100.00	\$28.95	\$	485,925	12,832,591	3,954,000

MANUFACTURERS OF HANDLES

Auburn Handle Co., Auburn J. M. Buck & Co., Bluffton Peter Kinsley, Bourbon La Fontaine Handle Factory, De-Evansville Tool Works, Evansville Fort Wayne Electric Works, Fort Evansvine
Fort Wayne Electric
Wayne
Sperry Mfg. Co., Fort Wayne
French Lick Mfg. Co., French Lick
Indianapolis Wire Bound Box Co.,
Indianapolis
H. W. Cook Co., Kewanna
Clyde D. Buck & Co., Kokomo
Geo. H. Bishop & Co., Lawrence-

S. W. White Lumber Co., Martinsville
J. M. Cherry & Co., Millersburg
Geo. W. Harper, Mooresville
American Lawn Mower Co., Muncle
J. A. Meeks, Muncle
Geo. L. Lamb, Nappanee
Edward Martin, Nappanee
Edward Martin, Nappanee
New Castle "D" Handle Co., New
Castle Son, New Hayer Castle Schnither & Son, New Haven Sperry Mfg. Co., New Haven H. E. Sheller, Portland Dillie & McGuire Mfg. Co., Richmond Richmond Handle Co., Richmond

Marion Handle & Mfg. Co., Marion S. W. White Lumber Co., Martins-

lers H. do Hatalas Co., Terre J. (2) I. (4) Redgest (4) (6) (7) (8) (4) P. (8) We task South (B) (1) P. (8) We task South (B) (1) P. (1) Blue of Waterlan State New Marches or Bort I v Mfg Co., South

### CHAILS

There are in fastrial differences which set the manufacture of chairs apart in a class fairly distant from other kinds of furniture. The chart betery trequently makes nothing but chairs. It is equipped with machinery for that purpose only. Further the chair factory draws a port of its supplies from chair stock nalls which are usually located on forest tracts or woodlots, while the factory is at some central point. There are many chair factories and chair stock mills, but there are few furniture stock mills to supply the furniture factory with partly manufactured dimension stock. The chair stock mill is usually small and may be moved from place to place to be near raw material. Its machinery consists of saws to cut logs into flitches, or to cross-cut them into bolts; and there are saws for cutting out the squares, and the dimension stock for backs, bottoms and rockers. The output is shipped to the factory where the spindles, dowels, posts and other stock for turning are passed through lathes, and the squares and other angular pieces are polished and finished for assembling. When the chair has been set up it is ready for oiling, varnishing or painting. One factory may absorb the output of a score of stock mills dispersed through an extensive region. Statistics in this and similar bulletins are so compiled that chair stock reported by mills is eliminated from reports of factories, and duplication thus avoided.

The state supplies two-thirds of the material rejorted by chair factories within its borders. It furnishes all of the butternut, ash and vellow poplar. In all, sixteen woods are used, mahogany being the only one from foreign countries. Every other is native of the state. The chair industry in Indiana, though large, is exceeded by that of several other states, as the following figures of yearly production of chairs and chair stock show: Wisconsin, 50,201,000 feet; North Carolina, 47,325,000 feet; Pennsylvania, 33,117,000 feet; New York, 21,-612,000 feet; Indiana, 16,569,195 feet. The total output for the United States is 289,790,560 feet a year.

TABLE 46 CHAIRS

			Average		Grown In	Grown out
Ouant	ity used an	nually	cost	Total cost	Indiana	of Indiana
		Per	per	f. o. b.		
Kin l of wood	Feet b. m.	cent.	1,000 ft	factory		Feet b. m.
White wak	6,477,000	39.09	\$34.71	\$ 224,543	-5.551,000	926,000
Beech	3,586,703	21.65	17 19	61,666	-2,526,703	1,060,000
ugar maple		15.85	26,66	69,990	1,110,570	1,515,000
Red gum		7.13	20.97	24,794	417,080	765,000
Red oak	1.150,000	6.94	29.30	33,700	750,000	400,000
White elm	659,086	3 98	22.66	14.935	345,622	313,464
veamore	2501 344	1.79	19.51	5,781	105,000	191,344
Birch	155,525	1.14	20.32	3,830		188,528
liver maple	100,000	.60	21.50	2,150	75,000	25,000
dahogany	75,000	.45	100,00	7,500		75,000
Hickory	70,000	.42	20.00	1.400	45,000	25,000
White ash	50,000	.30	35,00	1.750	50,000	
fellow poplar	40,000	.24	20,00	800	40,000	
Basswood	37.335	.23	19.34	712		37,338
Black ash	31,000	.19	30 16	935	31,000	
Butternut .	546		16.48	4.8	546	

# Total . . . . . 16,569,195 100,00 \$27.45 \$ 454,808 11,047,521 5,521,674

# MANUFACTURERS OF CHAIRS AND CHAIR STOCK

Faucett Mfg. Co., Bloomfield Standard Mfg. Co., Cambridge City Cochran Chair Co., Cochran Buehner Chair Co., Evansville Crewn Chair Co., Evansville Edward O. Smith Chair Co., Evansville Chicago Lounge Co., Hammond Indianapolis Chair & Furniture Co., Indianapolis Picl Bros. Mfg Co., Indianapolis Butler Stool & Bench Co., Marion O. H. Keller Chair Co., Marion Geo. W. Harper, Mooresville Wayne Chair Co., New Haven Peabody School Furniture North Manchester North Manchester Peru Chair Co., Peru Richmond Chair Co., Richmond Seyn our Chair Co., Seymour South Bend Toy Mfg. Co., South John Stigleman Mfg. Co., Spiceland Chair Makers' Union, Tell City Fischer Chair Co., Tell City

### CASKETS AND COFFINS

As far as existing records show, the making of coffins was one of the earliest wood-using industries in the world. Some of the articles themselves of that remote period have come down to the present time and show the handiwork of the ancients. It is noteworthy that the wooden cases in which the ancient Egyptians laid away their dead have survived the flight of centuries, while the houses in which the people lived in that early age have totally disappeared. The oldest coffins still in existence were made of cedar of Lebanon and oriental sycamore. A deeply implanted instinct in the human race has always led to the care and thought in laying the dead away in their last rest. In the United States more than 150,000,000 feet of wood are used yearly for coffins and caskets. The manufacture of these articles has become an industry largely carried on in cities. Formerly there was no such industry in this country, but every community provided its own coffins as they were needed, and local carpenters and cabinet makers did the work. About the only preparation in advance to meet the neighborhood demand was the laying aside of a few suitable boards by the local carpenter who was usually called from his other work to make the coffin when death visited the community. That has all been changed. Few villages and country places are so remote now that coffins from city factories can not be procured when needed.

The use of the word "coffin" is being gradually abandoned and "casket" is taking its place. There appears to be no generally accepted distinction between the meanings of the two words; but some would restrict the name coffin to the older form of burial case, narrow at the ends and wide in the middle. The term "coffin shape"; is based on that idea. This form of burial case has nearly passed from use in this country.

The burial box, that is, the rough outer case in which the casket is shipped, is part of the industry. As much wood is consumed in making these boxes as in the manufacture of caskets. The leading wood used in Indiana is white pine, and nearly all of it is for burial boxes. The species most in demand for caskets is chestnut. It is the shell and core upon which outside wood veneers of oak and mahogany are glued. Chestnut is sometimes the outer wood and is then covered with cloth. The grade known as "sound wormy" is preferred for this use. It is perforated with small worm holes which are bored by the insects while the tree is still growing. Its strength is slightly lowered, but otherwise the wood is undamaged when used in concealed situations; but for outside finish, the worm holes mar its appearance.

Caskets are classified as cloth covered, varnished, and finished. In the first the wood is not visible, in the second it is stained and varnished, and though visible, its color and grain have been more or less modified, and it is not always easy to recognize the species of wood through the disguise which has been applied as finish. Woods like oak and mahogany are finished to show grain and figure.

The red cedar listed in Table 47 was made into cloth-covered caskets. Yellow poplar and basswood are converted into molding, and are likewise employed as shells or cores over which to lay veneers. Poplar is sometimes an outside wood, and may be finished to imitate cherry or mahogany,

TABLE 47-CASKETS AND COFFINS

Quan	tity used an	nua 11v	Average	Total cost	Grown in Indiana	Grown out of Indiana
Quali	tity uned an	Per	per	f. o. b.	111010110	01 11141611
Kind of wood	Feet b m.	cent.	1,000 ft.	factory	Feet b. m.	Feet b. m.
White pine	5,242,250	46 12	\$24.33	\$ 127,548		5,242,250
Chestnut	4,917,800	43.27	19.75	\$ 97,141		4,917,800
White oak	494,000	4.34	69.75	34,455	324,000	170,000
Yellow poplar	271,300	2 39	44.95	12,195	40,000	281,800
Red oak	150,000	1.32	68,27	10,240	15,000	135,000
Cypress	105,000	. 1922	18.10	1,900		105,000
Red gum	100,000	.88	24.25	2,425		100,000
Mahogany	57,000	.50	119.82	6,830		57,000
Basswood	17,000	.15	29.12	495		17,000
Red cedar	11.300	.10	51.15	578		11,300
Sassafras	718	.01	20,89	16		718
_						

Total ... 11.366,368 100 00 \$25.85 \$ 293,822 379,000 10,987,868

MANUFACTURERS OF CASKETS AND COFFINS

Angola Casket Mfg. Co., Angola Aurora Collin Co., Aurora Batesville Casket Co., Batesville Enterprise Casket Co., Batesville American Casket Co., Cambridge

City
Cambridge City Casket Co., Cambridge City
Paul Casket Co., Cambridge City
Crawfordsville Wire Bound Box
Co., Crawfordsville
Co., Crawfordsville
Co., Crawfordsville
Co., Crawfordsville
Co., Crawfordsville Co., Crawfordsville Evansville Coffin Co., Evansville

apolis
Tri-State Casket Co., Kendallville
Ohio Valley Coffin Co., Lawrenceburg
Muncle Casket Co., Muncle
New Castle Casket Co., New Castle
J. M. Hutton & Co., Richmond
Richmond Casket Co., Richmond
Watt & Keeler, Richmond
Terre Haute Casket Co., Terre

Indianapolis Casket Co., Indian-

# MUSICAL INSTRUMENTS

Terre I Haute

Indiana manufacturers of musical instruments use twenty-two woods, the five of greatest importance, named in order, are chestnut, sugar maple, yellow poplar, white elm, and red gum. The importance of a wood is not always indicated by the quantity demanded. Spruce is practically indispensable in the manufacture of pianos, yet this wood

amounts to only 1 per cent of the total, and eleven others are demanded in larger quantities. Its importance is due to its superiority for sounding boards. No other wood has yet been found to take its place. It is quite probable that many sounding boards already made up were purchased by Indiana manufacturers.

Chestnut leads all other woods in Indiana. Small quantities are worked as outside material, but most serve as cores or backing for veneers. In high-grade pianos the choice for cores is chestnut or yellow poplar. Cheap instruments are built of other woods for cores. The damage to be most carefully guarded against in wide panels, like piano tops, is the warping of the core. A small twist will spoil a valuable panel. Careful seasoning is highly essential, but even when that has been properly attended to, broad panels and thick stock may warp after the shaping and dressing are done.

Pianos are the principal items in the list of musical instruments made in Indiana, though organs, drums, piano players, and others are reported. Drums often consist of an outer hoop of soft maple with a basswood lining, but various other woods are suitable. It is largely a matter of taste as to the woods employed in these instruments. Some contain no wood, the hoop being metal. Wooden horns for graphaphones are preferred by many. It is claimed that the resonance of the wood, if properly selected, gives a tone superior to that from a metal horn.

A piano consists of a multitude of parts. Experience has shown that certain woods give better results than others for a particular part. The mechanism which controls the action requires wood hard, strong, and stiff; and sugar maple generally is employed. Keys are of soft, light wood, which is overlaid in the visible portions with ivory, celluloid, or some other suitable material. Basswood, or some one of the white pines, is commonly used. Fifty thousand feet of California sugar pine are reported by instrument makers in the state, and some of it is made into keys. Douglas fir, another Pacific coast wood, is used for piano posts. Elm is employed as frames and braces, and beech and birch serve in that capacity also; but some birch is made into piano cases, and it may be finished in a manner that passes for mahogany. Cases are constructed of oak, with finishes to suit the taste of the purchasers; and they are made of red gum also, and not infrequently it imitates Circassian walnut. A few cases are made of cherry, which is preeminently fitted for that place, and is one of America's handsomest woods. The striking figure of sycamore, when quarter sawed, is due to its dark-colored medullary rays, different from those of most woods. Handsome piano cases are occasionally made of it, but its use is generally in connection with the interior frame and braces of the instrument. Mahogany, as an outer wood in piano construction, is always in good taste. Manufacturers in the state use more than a quarter of a million feet of it a year. Black walnut is oftener seen in organs than pianos, but it is occasionally worked into piano molding.

The forests of the state supply about twenty per cent of the musical instrument stock. All of the sycamore, beech, and cherry are home grown.

TABLE 48-INSTRUMENTS, MUSICAL

			Averag	e	Grown in	Grown out
Quan	tity used ar	nually	cost	Total cost	Indiana	of Indiana
•		Per	per	f. o. b.		
Kind of wood	Feet b. m.	cent.	1,000 ft	. factory	Feet b. m.	Feet b. m.
Chestnut	3,932,700	35.37	\$22.10	\$ 86,900		3,932,700
Sugar maple	1,597,300	14.37	37.19	59,410	312,000	1,285,300
Yellow poplar	1,583,300	14.24	48.54	76,857	160,000	1,423,300
White elm	815,000	7.33	31.75	25,875	390,000	425,000
Red gum	762,400	6.86	30.11	22,956	500,000	262,400
Basswood	677,000	6.09	41.58	28,150	102,000	575,000
Silver maple	383,000	3.45	26.85	10,282	333,000	50,000
Mahogany	230,200	2.07	145.16	33,415		230,200
White oak	214,100	1.93	65.93	14,115	179,100	35,000
Douglas fir	195,000	1.75	33.46	6,525		195,000
Black walnut	140,300	1.26	115.65	16,225	79,300	61,000
Spruce	115,000	1.03	46.70	5,370		115,000
Beech	80,000	.72	25.00	2,000	80,000	
Birch	76,000	.68	43.16	3,280		76,000
Shortleaf pine	75,000	.68	35.00	2,625		75,000
Red oak	50,000	.45	32.00	1,600	25,000	25,000
Sugar pine	50,000	.45	80.00	4,000		50,000
White ash	50,000	.45	50.00	2,500	25,000	25,000
White pine	48,000	.43	72.50	3,480		48,000
Longleaf pine	20,000	.18	25.50	510		20,000
Sycamore	13,100	.12	27.79	364	13,100	
Cherry	10,000	.09	40.00	400	10,000	
Total	11,117,400	100.00	\$36.59	\$ 406,839	2,208,500	8,908,900

MANUFACTURERS OF MUSICAL INSTRUMENTS

King Piano Co., Bluffton Knight-Brinkerhoff Piano Co., Brazil

Krell Auto Grand Piano Co., Connersville Conn Instrument Co., Elkhart Buescher Band Instrument Co., Elkhart Packard Piano Co., Fort Wayne Schaff Bros, Co., Huntington Hobart Cable Co., Laporte Bell Bros, Piano Co., Muncie Logansport Furniture Co., Logansport Jessie French & Sons Piano Co., Newcastle Chute & Butler Co., Peru Starr Piano Co., Richmond

#### WOODENWARE AND NOVELTIES.

The items constituting this industry are numerous and varied. A fairly complete list of articles, reported by the woodenware and novelty industry in Indiana, will convey an idea of the extent and nature of the industry, and is appended as follows: Vegetable cutters, step ladders and long ladders, knife trays, towel rollers, garment hangers, plate racks, medicine cabinets, smokers' stands, screen posts, easels, and carving and ornaments of various kinds. In some regions a much longer and more varied list of articles is produced.

Considerable success has been attained in utilizing the waste wood from other industries in manufacturing the products of this. Many of the articles are small, and as far as size is concerned they may be readily cut from scraps, but in practice it is not always easy to handle scraps economically. Machines are made to handle regular lumber and dimension stock; and odd sizes and shapes are worked at a disadvantage. The variety of products turned out makes possible the use of practically every wood that can be had in dimensions of proper sizes. The forests of the state furnish 35 per cent of the material used. All of the sugar maple, basswood, slippery elm, white ash, white elm, cherry, and red oak are home grown.

TABLE 49-WOODENWARE AND NOVELTIES

Ouar	itity used a	nnually	Averag	e Total cost	Grown in Indiana	Grown out of Indiana
4,	,	Per	per	f. o. b.		
Kind of wood	Feet b. m.	cent.	1,000 ft.	factory	Feet b. m.	Feet b. m.
Shortleaf pine	2,290,600	40.92	\$28.57	\$ 65,450		2,290,600
White oak	1.081.000	19.31	32.91	35,580	431,000	650,000
Beech	650,000	11.61	20.00	13,000	450,000	200,000
Sugar maple	301,000	5.38	27.99	8,425	301,000	
Basswood '	300,000	5.36	27.67	8,300	300,000	
Red gum	220,000	3.93	19.59	4,310	50,000	170,000
Hickory	210,000	3.75	35.95	7,550	160,000	50,000
Cottonwood	180,000	3.21	24.53	4,415	115,000	65,000
White pine	150,000	2.68	25,00	3,750		150,000
Supperv elm	105,000	1.88	24.76	2,600	105,000	
White ash	45,000	.80	28 34	1,275	45,000	
Yellow poplar	30,000	.54	33.34	1,000	10,000	20,000
White elm	10,000	.18	18.00	180	10,000	
Mahogany	6,000	.11	168.33	410		6,000
Cherry	5,000	.09	30,00	150	5,000	
Red cedar	5,000	.09	60,00	300		5,000
Red oak	5.000	.09	30.00	150	5,000	
Longleaf time	3,000	.05	30,00	90		3,000
Black walnut	1,000	.02	60.00	60		1,000
Total .	5,597,600	100 00	\$25.05	\$ 156,995	1,987,000	3,610,600

MANUFACTURERS OF WOODENWARE AND NOVELTIES

Frank N. Champe, Dublin Reddinger Carving Works, Evansville Goshen Churn & Ladder Co., Goshen Goshen Mig. Co., Goshen Goshen Novelty & Brush Co., Goshen Lewis N. Neville Mig. Co., Goshen Lewis N. Neville Mig. Co., Goshen Lieb Bros. Mig. Co., Indianapolis Udell Works, Indianapolis Tucker & Dorsey Mfg. Co., Indianapolis
O. F. Rogers & Sons, Kendallville
Geo. L. Lamb, Nappance
W. H. Williams & Son, Parker
Correy-Davis Mfg. Co., Shelbyville
Hincher Mfg. Co. of Indiana, Shoals
South Bend Dowel Works, South
Bend

#### PULLEYS AND CONVEYORS

Pulleys, trundle heads, and apparatus for conveying flour, grain, coal, sand, wood, and merchandise from floor to floor or from place to place constitute the articles belonging to this industry. Six woods only are reported in Indiana, more than half of the total being red gum; and beech constituting more than half of the remainder.

The wooden pulley fills an important place in the equipment of machinery, but iron pulleys are used in larger numbers. The lighter weight of the wooden pulley is an item in its favor. Where speed is high, the centrifugal force, tending to break the rim, increases in proportion to the weight. Strong woods are used where resistance must be great, but the rims may be of lighter woods. However, an examination of the seven woods listed by this industry in Indiana shows that not one of them is weak. Much of the silver maple is rim wood. Arms are of beech, birch, and sugar maple, while red gum is suitable for all parts. The average cost of the woods is comparatively low.

The reports are not made in a way to render easy the separation of pulleys from conveyors in statistics which are summarized in Table 50, and no attempt at such separation has been made. A conveyor may be a simple apparatus, or it may be complicated, and call for judgment in the selection of woods for its construction. More than one-third of the wood reported in Indiana for this industry was grown in the state.



The strength of the strength o

1. 2 the ten of accounting month's employed as a convenient name for articles in this class, many of them are used outside of playgrounds. Porch swings are an example. They are listed in the industry, but most of them see service on the porches of residences.

It is apparent that strength should be a prime consideration in the selection of woods for this industry, because severe tests must be withstood. Indiana's forests and woodlots furnish 71 per cent of the

maters, represented in Table of Real game is the only wood not each and each of the whole care solver maple, sugar maple, and yellow poplar are home grown. The average cost of the woods, delivered at the factories, is low, and is dominated by the price of beech which constitutes seven-eights of the whole supply.

According to the itemized reports by manufacturers, articles of a single class constitute the whole industry in the state. These are well. As consistent to the particles of the players and equipment except swings is reported by any manufacturer in Indiana.

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MANUFACTURE OF PLAYOROUND LOCKIMENT

Frank N. Char p., Dublin Banta I armitate Co. Go hen Gosten Charn & Ladder Co. Go to Go ten Miz. Co., Go hen Saparror I adder Co. Go hen Schaat & Schnaus, Jusper G. V. Griffith & Son, Muncle North Vernen Lumber Co., North Vernen Lry Bres Mfg Co., Richmond Ferguson Lumber Co., Rockville Chautanqua Mfg Co., Valparniso Rocd & Resers, Vernen



## Experience Talks on Woodworking



## The Value of Good Order

An industrial institution, woodworking or other, is a sort of business home, with the proprietor as the head of the family and the employes making up the family. If a wise father wants to keep his children around him, and from wandering off into the byways of the world, he makes his home modern, comfortable and attractive, and then, of course, tries to instill the true home spirit into them. Therefore this would seem to be the first idea to take to the factory. The factory or mill is at least a half home to the workmen and the proprietor, who spend a good part of their waking hours in it. So, to acquire and keep the most desirable men, the first step is to have a place that appeals to them.

A man would be foolish not to leave an old antiquated equipment for a position in an uptodate institution, if the opportunity presented itself. The fellows in the back number institutions hear of the more modern ones from time to time and are led to seek positions in them. Aside from the natural flocking of the best help to the more progressive institutions, the plant itself exercises a direct influence on machine operators and their efficiency. For example, take an expert and put him into a dark factory where trashy accumulations are on all sides of him, his machine out of date and in bad shape. If he is kept there very long he will be an exceptional man if he does not get down in the quality of work, become carcless and slovenly, and does a lower grade of work than he has been accustomed to do.

On the other hand put an indifferent operator in a clean, bright factory, with strictly up-to-date machines and a good system of work, so that everything moves smoothly, and he is mighty apt to improve in the quality of his work without any jacking up on the part of the boss; and if he doesn't it will soon be discovered. His co-workers will point out his shortcomings to him. If he neglects his machine and lets it get messy, his attention will be called to it, and by and by he will improve in his efficiency and become more satisfactory both to himself and to his employer.

All this is pointed out in some detail for the sake of calling attention to the fact that the way to get the most out of business, in both profits and satisfaction, is to start in by having a modern

factory with modern machinery and a good system. If this is done the balance will follow naturally, unless the plant is left to run itself. The first attention might well be concentrated on the factory building itself, then on the machines, their arrangement and order. See that they are kept clean and in good repair and are so arranged that things move smoothly and do not get blocked here and there and have accumulations that interfere with operations. Have plenty of light and ventilation. In winter have enough warmth to make it comfortable. Have smooth floors. Keep a good foreman in charge and there will be no cause to complain about lack of efficient help. The owner will be in a position to hold some of the best men of the trade without paying a premium in wages, and to keep the mill costs down to the lowest possible notch consistent with good work and fair dealing.

It has been wisely pointed out that it is just as important to have a good man at the edger as it is at the big saw, to get the most out of lumber and avoid waste. We might go a little further, too, and say that at the trimmer it is important to have a man of quick, sound judgment. And both the edger and the trimmer men should be paid good wages.

It is not the planing mill or factory that handles its lumber from the car to the yard for the lowest primary cost that always gets the best results. Sometimes it pays to spend a little extra money sorting and carefully piling the lumber in the yard so it may facilitate the selection of any kind of stock that may be wanted at any time. That is, one should have other things in view while unloading lumber, than simply getting it off the car and into the pile for as small a cost as possible.

In babbitting put a piece of rosin the size of a walnut into the metal, or composition, stir thoroughly and skim. This makes poor babbitt run better and improves it. Babbitt heated just hot enough to light a pine stick will run in places with the rosin in, where without it would not. Rosin will prevent blowing when poring in damp boxes. To get good results when babbitting in cold weather warm the boxes with a piece of hot iron or a blow torch.



## Pertinent Legal Findings



Queries on questions arising on any points involving the law as it is applied to lumbering and allied industries will be given proper expert attention through this department if submitted to Hardwood Record. There will be no charge for such service, but Hardwood Record reserves the right to publish questions and answers without designating names or location of inquiries unless specifically requested not to do so.

## Measurement of Logs

The Louisiana law adopting the Doyle rule as the formula for measuring timber in that state does not prescribe that the diameter of logs shall be measured only at the small end. The rule, being merely a formula for computing the board measure from the dimensions of a log, has nothing to do with the place or manner of measuring the diameter. The place or manner of measuring the diameter of forest timber is subject to the agreement of the parties interested in a log scale; and, in the absence of an agreement, it is the province of the courts to determine how and where the diameter shall be measured so as to give fair and accurate results. As the quantity of lumber that can be sawed the full length of a log is determined and controlled by the diameter at the small end of the log; that diameter alone should be measured in computing the board measure of sawlogs. On the other hand, it is correct to take the average or mean diameter in measuring long timber that must be cut into sawlogs for the mill. (Louisiana supreme court, Peter vs. Owl Bayou Cypress Company, 69 Southern Reporter, 840.)

#### Breach of Lumber Sales Contracts

When a contract for sale of lumber provides for delivery to the buyer at the place of shipment, the seller agreeing to load, upon whom does the duty fall to secure the cars? Answering this question in a suit brought to recover damages for breach of contract to sell and deliver certain quantities of lumber, the supreme court of appeals of West Virginia said in the late case of Wiggin vs. Marsh Lumber Company, 87 Southeastern Reporter, 194:

The duty of securing cars, selecting the carrier and giving shipping instructions devolved on plaintiff. Without performance of these duties defendants, of course, could not be required to load the lumber. But the failure to make any one or more of the requisite selections did not exonerate them from the express requirement as to delivery at the time and place specified by the contract, when so ordered. Until assembled in obedience to demand, why should plaintiff make any effort to secure cars, elect the carrier, or give, the destination of the desired shipments? He had a reasonable time after delivery and inspection to exercise the privileges accorded him by the agreement.

This holding that the duty was on the buyer to furnish the cars depends, however, on the fact that there not only was no contract requiring the seller to furnish them, but no circumstances from which an obligation of the latter to furnish them could be inferred. The decision is not necessarily inconsistent with the holding of other courts that the seller's duty to obtain the necessary cars may be inferred from custom. Here the decision seems to have been rested on the fact that the lumber was to be inspected by the buyer at the place of shipment before loading, and no shipping instructions were given the seller.

Other points decided by the West Virginia court in the same case are as follows: Unless otherwise provided in a contract for the sale and delivery of lumber f. o. b. cars, the place of delivery ordinarily is the place for inspection.

When a contract of sale designates a place for delivery, but gives the buyer latitude as to the time when deliveries shall be made, the seller cannot put the buyer in default by making an unordered delivery at that place.

## Defects in Mill Machinery

An operator of a ripsaw in a planing mill did not assume the risk of being injured through kicking back of a plank when released by a defective spring in the saw, especially where he had been assured by his foreman that the machine was safe. (Kentucky court of appeals, Hebel vs. Southern Planing Mill, 180 Southwestern Reporter, 63.)

In the case of Braley vs. Pine Wood Lumber Company, lately passed upon by the Louisiana supreme court, it appears that plaintiff was injured while feeding a planer in defendant's mill. In affirming judgment in his favor, the court held that when an employer knows the danger to which a workman will be subjected, or, in exercising

ordinary care, should know of such danger, the employer must either guard against the peril or warn the employe concerning it, unless the latter is already advised, or unless the danger is obvious to a person of ordinary intelligence and experience. (70 Southern Reporter, 57.)

#### Use of Private Switch Tracks

It does not constitute unlawful discrimination for a railway company to refuse to receive shipments of lumber products on a private spur track constructed for the exclusive use of one other than the particular shipper. So holds the Arkansas supreme court in a recent case that involved shipment of staves.

## Effect of Bankruptcy on Timber Contract

On bankruptcy of a contract purchaser of standing timber, after payment of agreed stumpage price but without payment of damages for breach of the contract for failure to remove the timber and clear the land within a certain time, the landowner is entitled to insist upon payment of such damages before being compelled to surrender timber cut to the trustee in bankruptcy. In deciding this point, the California district court of appeals lately held that the landowner was not upon the same basis as general creditors of the bankrupt as to such damages.

#### Bank's Right to Conduct Lumber Business

Although it is a fixed principle of law that a corporation can not make valid contracts involving the engaging in a line of business beyond the purposes for which the company was organized, the Washington supreme court recently recognized the right of a bank to take over the business of a lumber company with good faith intent to save a debt owing by the latter to the bank.

## Employer's Duty Concerning Machinery

In an action for injury to an operator of a ripsaw in a woodworking establishment, the appellate division of the New York supreme court had occasion to apply the legal principle that an employer is not bound to use the newest and most approved machinery; it being sufficient that the machines used are reasonably safe, are kept in good repair, and properly protected. (Minsky vs. Offenberg, 155 New York Supplement, 549.)

#### Risk Assumed by Lumber Teamster

A teamster assumed the risk of being injured through collision with the top of a doorway on sudden starting of his team while standing in a driveway, where he was in control of the team and knew as well as his employer did the likelihood of the horses starting and also knew that the doorway was too low for him to pass through without stooping. (Iowa supreme court, Plantz vs. Kreutzer & Wasem, 154 Northwestern Reporter, 785.)

## Injury in Unloading Lumber

In sustaining the liability of an employer for injury to an employe struck by a piece of lumber in partial unloading of a car, the Oregon supreme court recently applied the rule that although an employer is not an insurer of the safety of his employes while at work, he is liable for injuries resulting from negligent failure to use such methods and appliances as an ordinarily prudent person would use in the same circumstances to avoid injury to his workmen.

## Sales of Business Good Will

Under a decision of the supreme court of Arkansas, agreement of a seller of a lumber business not to re-engage in the same line in competition with the purchaser is broken by his mere act in holding himself out as ready to sell lumber.

## Scope of Compensation Acts

A lumber company must pay an award under the Wisconsin compensation act for death or injury of an employe caused by drinking impure water provided by the company for use by its employes, and hence an ordinary action at law does not lie in such case. (Wisconsin supreme court, Vennen vs. New Dells Lumber Company, 154 Northwestern Reporter, 640.)



## Bay City's Hardwood Industry



tensive line of industries that turn out a great many different and useful articles of popularity all

it had a population of 3,359 people. It now has a population of well over 55,000 and by this time has become the center of a flour ishing, bountiful farm land of immense potential wealth that is being steadily realized. It is an industrial center of remarkable proportions and immense promise, and being supplied by cheap fuel in the form of soft coulmined just outside of the city

limits is steadily making itself known to prospective factory builders as a logical place of location.

Bay City is situated on the Saginaw river about six miles from its junction with Saginaw bay. It has a river frontage of seventeen miles and extends back therefrom distances varying from two to three miles. It is served by seven lines of steam roads, namely three branches of the Michigan Central, Grand Trunk, Pere Marquette, Detroit & M. Karamara, the Detroit Alice City & Western Rudway. In connection with these roads are two felt lines or switching roads operating in the city.

Bay City's lumber industry began, as above stated, with the pine operations of which it had a large share. It was for years recognized as the hub of the pine industry all over the eastern part of the state and served as a manufacturing point and outlet for tremendous quantities of famous old Michigan white pine.

term some transfer to the street property that the

eperating fields and those which offered less profitable possibilities, and a real fields and those which offered less profitable possibilities, and a real field in the river there came into being a mistaken idea that Bay City was on the wane as a lumber center. On the contrary, there has simply been a transition from the old slashing pine days when quantity was the main point of accomplishment to the more careful, more skillful and more thorough going operations in hardwoods which abound in the territory north of Bay City in the eastern counties of the state. Today Bay City is distinctly a hardwood center having within its limits seven substantial sawnills which are fed by the superb hardwood forests of northeastern Michigan. The principal operations in



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the city today are W. D. Young & Co., the Richardson Lumber Company, the Kneeland Bigelow Company, Kneeland Lunden & Bigelow Company and Ross & Wentworth, while the Hanson-Ward Veneer Company at the southern extremity of the city turns out a high-grade line of vencers and panels. Each of the above firms operates a mill adjacent to its offices and in addition there is operated what is known as the island mill which is controlled by the W. D. Young and Ross & Wentworth interests.

The most striking feature of the whole proposition is that not one of the firms in Bay City's hardwood fraternity has in prospect less than ten years' cut. Thus there is imparted to Bay City as a hardwood center a remarkable degree of permanence which stamps it almost in a class by itself as far as general lumber centers in the northern hardwood territory are concerned and makes possible more efficient operations.

The Bay City hardwood trade is composed of men of national reputation. Contrary to the course of most northern operating centers its future holds development rather than retrogression as the permanence of the institutions located at Bay City makes possible the formulation of plans and the institution of ideas that can be worked out only with the gradual passing of time.

## W. D. Young & Co.

One of the oldest institutions in Bay City is W. D. Young & Co.,



W. D. YOUNG & CO.'S SAWMILL, FLOORING AND PLANING MILL PLANT.



RICHARDSON LUMBER COMPANY'S MILL, BAY CITY.

and one of the best known and best liked and most efficient lumbermen in northern operations is W. D. Young, its founder and owner. Mr. Young has had an intimate knowledge of northern lumbering in all its departments for well over forty years. Prior to establishing his present business at Bay City twenty-five years ago this month, he

went through all of the stages of lumbering, at one time being engaged in carrying logs from Canada to operations on the lake shores. Today he is a man of wealth, affluence and standing; his home is one of the show places of Bay City; he is interested in other businesses of noteable proportions and owns an immense amount of property besides his timber holdings.

Mr. Young started at Bay City twenty-five years ago operating one flooring machine; the style of his operation then was as now. In the intervening years he has

built a remarkable organization and operates the largest flooring plant in the world, owning sufficient timber in Otsego, Cheboygan and Antrim counties to operate for the next ten or fifteen years. Seventy-five per cent of this is hardwoods. He began buying lumber and having logs cut for him but eventually built his own sawmill in conjunction with the flooring operation, the mill being constructed about twenty years ago. He is also interested in another mill, known



BIRCH LOGS OF RICHARDSON LUMBER COMPANY

as the island mill. The operations of W. D. Young & Co. cover an immense territory, as can be seen from the illustration at the head of this article. They include, besides an immense flooring mill, vast planing mill facilities and a very well equipped sawmill. There is everything in the plant that is necessary for the efficient manufac-

ture of high-grade products of flooring and general planing millwork, as well as hardwood lumher.

Mr. Young has associated with him in his organization, which is not incorporated, P. B. Wheedon, who is general sales manager, Frank Elliott, assistant sales manager, Paul Haggerty, traffic manager, and Meade Clover, who has charge of the entire operating end.



The Richardson Lumber Company is distinctly a sawmill prop-

osition. F. L. Richardson organized the company in 1901 and it was incorporated in the same year. Mr. Richardson is a man who has never sought the limelight, but nevertheless has made a remarkable success in lumbering and stands today as one of the strongest, most respected and genuinely successful northern operators. His interests have spread far beyond the confines of Michigan, reaching as far west as the Pacific coast and as far south as Florida and the Gulf



ROSS & WENTWORTH LOG POND



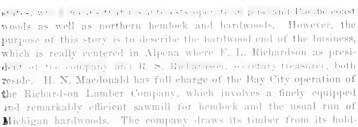
KNEELAND-BIGELOW COMPANY'S MILL.



KNEELAND-BIGELOW COMPANY'S LOG POND.



Boss & WESTWORDS MILL



ings in Cheboygan, Otsego and Presque Isle counties where it has a run in prospect for all of its mills for the next ten or fifteen years.

The Bay City mill was started in 1907 and was constructed for permanence and efficiency of operation. One at the joundkable features of the plant is that no material is handled by conveyors, the results of the operation other than lumber being handled by blowers. The Bay City mill is in continuous operation the year round. The Alpena plant runs about nine months of the year while the third mill, located at Rogers City, has been closed down during the past year of depression.

The officers of the Richardson umber Company are F. L. Rich-

ardson, president, Thomas McDade, vice-president, and R. S. Richardson, secretary-treasurer. Mr. Richardson, Jr., is a son of F. L. dichardson. He is a graduate of the University of Michigan but his amber education is just as thorough as the university training. Mr. Richardson shows a close resemblance to his father both in appearance and manner. Up to a short time ago he gave most of his attention to Bay City but has been working more and more into the general administration with the notable end that in a reasonable length of time he will be in general charge of the whole organization. Mr. Richardson, Jr., has already earned the respect of all his business associates and is unquestionably due to become a power in the lumber field.

## The Kneeland-Bigelow Company

## The Kneeland-Lunden & Bigelow Company

As are the other Bay City operations the Kneeland-Bigelow Company and the Kneeland-Lunden & Bigelow Company are supplied by timber from northeastern Michigan, mainly from Montgomery, Otsego,



IND PHED MAPLE WED YOUNG & CO.

Presq a Isle and Crawfor I country. The Kneeland Bigelow interests acquired large holdings in this section at a time when it was considered a very poor investment from an operating standpoint on account of the rugged character of the country. However, the rapid advancement in lumbering soon gave the timber sufficient value to make it an operating possibility and now the Bay City operations are being supplied with a very high-grade lot of logs from which the best of lumber is being manufactured. The Kneeland-Bigelow Company owns approximately 27,500 acres of land outright with very consider-

able holdings running well up into the thousands of acres of timber rights. This timber will run approximately thirty per cent to genuine Michigan maple with the usual proportion of other hardwoods and hemlock. These interests are combined in the Kneeland-Bigelow Company and the Kneeland-Lunden & Bigelow Company, both firms being controlled from the main office, Mr. Bigelow being active head of each institution. The Kneeland-Lunden & Bigelow Company was formerly the Kneeland-Buell & Bigelow Company, Mr. Buell in time being succeeded by Herman Lunden. These interests also include the Bigelow-Cooper Company, which firm has recently put into operation a fine new plant for the manufacture of maple



RIDING A BIG HUMLOCK LOG ROSS & WENTWORTH POND

flooring. C. A. Bigelow of the Kneeland-Bigelow Company joined with James Cooper of the Briggs & Cooper Company, Ltd., of Saginaw, in the organization of this new operation.

The firm was organized in 1901 and first operated a mill located on Water street on the Saginaw river. This mill, as is shown in the illustration, is built on modern lines and while the equipment is not revealed in the photograph it is thoroughly modern. The yards take in about thirty acres of property along the river and usually hold from 7,000,000 to 8,000,000 feet of stock. In 1905 the other mill, known as the Sherman street mill, was erected on the Saginaw river at the foot of Sherman street. The mill is a double band corresponding to the usual type of efficient northern operations, but carries a rather larger stock than the Water street mill. Both of these operations run continuously.

The cut of both mills is practically the same, running about thirty per cent maple, ten per cent beech, ten per cent birch, basswood and elm and fifty per cent hemlock. In addition to the usual run of lumber in assorted sizes the Water street mill cuts considerable quan-

tities of timber, being equipped to handle lengths up to forty-four feet.

The officers of the two companies up to the death of D. M. Kneeland a few weeks ago were D. M. Kneeland, president, Herman Lunden, vice-president, C. A. Bigelow, secretary-treasurer and general manager. Mr. Bigelow has always had active control of the operations, being assisted by W. N. Wrape, sales manager.

Mr. Bigelow has been prominently identified with association work with the National Hardwood Lumber Association and Michigan Hardwood Manufacturers' Association for a good many years, and has been given a good deal of prominence on account of these business connections.

#### Ross & Wentworth

The business of Ross & Wentworth was started in 1899 by the present partners, John C. Ross and Norris R. Wentworth, the firm being as it was at the beginning, a co-partnership. Both Mr. Ross and Mr. Wentworth are lumbermen of long standing whose methods and capabilities are everywhere thoroughly respected. An interesting feature of the Ross & Wentworth Bay City operation is that the site on which the present mill now stands has contained a sawmill operation for the last fifty years, as McLean & Co., cut lumber on the same spot beginning just half a century ago. The Ross & Wentworth plant is a single band mill with a band resaw. The most marked feature of the operation is the close application of the partners to the manufacturing end of the business and the personnel of the force which they have gathered around them. Thoroughness and careful manufacture and handling have been insisted upon and adopted as the primary principal in the organization, and this feeling is almost perceptibly reflected in the attitude of the operatives.

Ross & Wentworth are the owners of a very substantial amount of hardwood and hemlock timber in the same general territory as is the timber of the other Bay City firms. They have a substantial run ahead which imparts to their operation the same permanence that makes for efficiency in the other operations. The timber runs to hard maple, beech, birch and hemlock. The cut from 1916 on will be largely of hard maple. Ross & Wentworth have never gone into the manufacture of specialties, concentrating their attention on the proper manufacture of the usual run of hardwood lumber and hemlock. Their yards spread out over a large tract of land situated right along the river and tapped by adequate tracks giving the best of facilities for steam and water shipments.

#### The Bigelow-Cooper Company

The Bigelow-Cooper Company was organized in March, 1915, by the Kneeland-Bigelow interests of Bay City, and the Briggs & Cooper Company, Ltd., interests of Saginaw, Mich. The officers of this company are: Charles A. Bigelow, president; the late David M. Kneeland, vice-president; James Cooper, secretary, treasurer and general manager.

This company purchased of the Standard Oil Company twenty-three acres of land on the west side of the river, having a river frontage of about 2,000 feet, with both the Michigan Central and the Grand Trunk railroad tracks on the property. The Bigelow-Cooper Company has built a large hardwood flooring plant there and will obtain the major portion of its supplies from the Kneeland-Bigelow Company and the Kneeland, Lunden & Bigelow Company, and will not only manufacture maple, beech and birch flooring, but will also do a general hardwood lumber business. The plant is now running in good shape and its product of maple flooring is exceptionally well manufactured.



## Lumber Extension Work



The trade extension department of the National Lumber Manufacturers' Association has mapped out a campaign for the coming months which is calculated to place lumber before the consuming public in different ways. There will be lectures, moving pictures, and exhibits to show woods and their uses.

An exhibit containing samples of more than forty of the commercial woods of the country has been prepared and will be shown in numerous cities before meetings and trade expositions. The appearance of the lumber rough and finished will be shown. Following is a list of the woods composing the exhibit:

White ash
Black ash
Beech
Birch
Basswood
Chestnut
Cherry
Western red cedar
Northern white cedar
Southern white cedar
Port Orford cedar
Yellow cedar
Cottonwood
Cypress

White elm
Douglas fir
White fir
Red gum
Black gum
Northern hemlock
Western hemlock
Hickory
Eastern larch
Western larch
Sugar maple
Soft maple
White oak
Red oak

White pine Idaho' pine Western pine Shortleaf pine Loblolly pine Longleaf pine Sugar pine Norway pine Yellow poplar Redwood Sitka spruce Red spruce Sycamore Black walnut

While the foregoing list does not include all of the commercial woods of the country, it includes those of greatest importance, and the exhibit will deserve and doubtless will attract much attention from architects, builders, and the general public.

Models will be shown of barns, poultry houses, hog houses, and silos. The purpose of the models is to show the manner of construction and the suitability of wood. The style of architecture known as "mill construction" will be accorded a prominent place, because that is one line in which timbers meet one of their highest uses. The farm demand for building material is becoming very great, and lum-

bermen are prepared to meet the demand and are anxious to secure the business.

The exhibit will include moving pictures of logging, milling, and manufacturing scenes.

Following is a list of some of the associations and places where publicity will be given to trade extension work and exhibits made: Building Show, Dayton, Ohio, January 14-20.

Annual meeting of the Northwestern Lumbermen's Association, Minneapolis, Minn., January 18-20.

Annual meeting of Mountain States Lumber Dealers' Association, Denver, Colo., January 18-20.

Annual meeting of American Wood Preservers' Association, Chicago, January 18-20.

Annual meeting of Nebraska Lumber Dealers' Association, Lincoln, Neb., January 19-21.

Annual meeting Retail Lumber Dealers' Association of Indiana, Indianapolis, Ind., January 25-26.

Annual meeting Southwestern Lumbermen's Association, Kansas City, Mo., January 26-28.

Annual meeting Michigan Retail Lumber Dealers' Association, Grand Rapids, Mich., February 1-2.

Annual meeting Illinois Lumber & Builders' Supply Dealers' Association, Hotel Sherman, Chicago, Ill., February 15-17.

Annual meeting Ohio Association of Retail Lumber Dealers, Cleveland, Ohio, February 22-24.

Annual meeting Wisconsin Retail Lumber Dealers' Association, Milwaukee, Wis., February 22-24.

Complete Building Show, Cleveland, Ohio, February 16-26.

The exhibit includes material which has been given a treatment by the principal preservatives now in use. A special effort will be made to make the exhibits at Dayton, Kansas City, Cleveland, and Minneapolis, where they are open to the public, as complete and instructive as possible. Other features are being prepared which it is hoped will add materially to the effectiveness of the entire exhibit. The woods and other items are being prepared in Chicago and will be ready in a few days to send out.



## Interesting Traffic Developments



the contract of the state of th 1 \* 1 1 state routes, without observing the fourth section of the law to

Reparation has been granted by the commission in the following

A Priparation of the Alberta Break Mana Or the self seaton of the self-seat A Pacitic Company vs. Canadian Northern; Midland Lumber Company vs. Chesa vol. & O. . William, S. 1956 in Proceedings of Company vol. New Organs A. Northeastern: King Ryder Lumber Company vs. Louisiana & Western: Preston Car & Coach Company vs. Illinois Central; S. C. Major vs. Louisville & Nashville; E. Sondheimer Company vs. Alabama & Vicksburg; National Lumber Company vs. New Orleans & Northeastern (two cases); Buckley & Douglas Lumber Company vs. Illinois Central; Davenport & Ridley vs. Pennsylvania Company; Valley Lumber Company vs. St. Louis, Iron Mountain & Southern; Cypress Lumber Company vs. South Brooklyn Railway: Corydon Lumber Company and Walrath & Sherwood Lumber Company vs. Chicago, Rock Island & Pacific; C. F. Liebke Hardwood Mill & Lumber Company vs. St. Louis Southwestern Railway Company; Trexler Lumber Company vs. Delaware, Lackawanna & Western; T. Sullivan & Co. vs. Pennsylvania Company; Jerome H. Sheip, Inc., vs. Southern Railway: Enochs & Wortman vs. Yazoo & Mississippi Valley (two cases); Longville Lumber Company vs. Louisiana & Pacific; Shawnee Lumber Company vs. Cincinnati, Hamilton & Dayton; Waterman Lumber & Supply Company vs. Chicago, Rock Island & Pacific; Davidson Case Lumber Company vs. St. Louis & San Francisco; Fernwood Lumber Company vs. Pernwood & Gulf.

In the matter of Lamber rates from Louisiana and Arkansas points the Interstate Commerce Commission finds that the proposed increased rates on lumber of all kinds from points on the Tremont & Gulf, Louisiana & Arkansas, and other lines of railway in Louisiana and Arkansas to Baltimore, Philadelphia, New York, Boston, and other eastern destinations taking the same rates are found to be justified, and order suspending their operation is directed to be canceled.

Baltimore, Philadelphia, New York and Boston are referred to as typical destinations but the increased rates apply to a large number of points taking the same or higher rates. The territory includes points east of the Buffalo-Pittsburgh line, the Virginia cities on the south and certain points in Canada.

The proposed rates on all kinds of lumber are 35 cents to Baltimore, Philadelphia and New York, and 39 cents to Boston. From Powells the combinations are, via Cairo, 41.4 cents to Baltimore, 42.4 cents to Philadelphia, 44.4 cents to New York and 46.4 cents to Boston; and via Cinginnati, 40.3 cents, 41.3 cents, 43.3 cents and 45.3

The respondents urge that the present rates are unnecessarily low and are noncompensatory for the service performed. In this connection they call attention to the additional service to and the transfer across the river at Vicksburg involved in the transportation of this traffic from west of the river, compared with the service from east thereof, although, as explained, the respondents' present rates are in many cases the same as apply from east of the river.

The commission was of the opinion that the inequalities between the mills on the Tremont & Gulf and on the Louisiana & Arkansas should be corrected. This applies also to the Rock Island, Iron Mountain and other roads and all of the respondent lines.

The readjustment makes applicable the same rate on pine as on all kinds of lumber.

In summing up the decision Commissioner Meyer said:

By comparison with the other rates the proposed rates do not appear to be unreasonable. Neither do they appear to be unreasonable when comthe world of the source Gorgia Letter and Value at the Wash to the state of the terminal section in Lumber. Rates from Southern Mills to Eastern Points, 27 L. C. C., 189. From repre-

is the respect to this soft origin their rates, as shown in the report, yielded everage per ton mile revenues of from 5.55 to 6.58 mills for average distances of from 792 to 887 filles.

Considering all the facts of record, it is our finding and conclusions

that the respondents have justified the proposed rates.

Destriction very able and ments made by G. B. Webster, the attorvey for the Ozark Coope age and Lamber Congany, E. Kauffman, representing the St. Louis Lumbermen's Exchange, and other lawyers, the commission has ruled that the proposed increased rates on lumber in carloads from points in Missouri and Arkansas to Milwaukee, Wis., and points immediately south of Milwaukee, are found to have been

The increase affects hardwood lumber from points in Texas, Louisiana and southern Arkansas to Milwaukee and points between Milwaukee and Chicago. The rate on yellow pine was taken as a maximum in fixing the rate on hardwoods.

Respondents assert that the changes proposed from points north of the yellow pine blanket correct an adjustment erroneously made in 1909 upon the supposition that the maintenance of the Chicago rates to Milwaukee and the other destinations involved was compelled by reductions which had been made by lines operating through Kansas City, whereas those reductions should have been reflected only in the rates from the blanket where the competition of the Kansas City lines is felt. The increase in rates on hardwood lumber from points in southern Arkansas within the blanket, it is stated, were made in order to equalize the rates on hardwoods with the rates on yellow pine in conformity with the adjustment prevailing north and south of the points of origin herein involved. The protestants rely upon the fact that the 1909 reductions were voluntarily made by the carriers, and contend that the carriers should not now be permitted, by raising the rates, to shut protestants out of markets to which the reduced rates had given them access.

This is the way Commissioner Meyer, who wrote the opinion, sees the question:

The protestants principally interested are cooperage manufacturers who were given access to the Milwaukee market by the reduction of 1909, Prior to that time Milwaukee's cooperage stock had been drawn largely from northern Wisconsin and Michigan. Cooperage stock is still produced in these states, but the industry labors under the handicap of greater manufacturing costs as compared with southwestern cooperage production. It is suggested by protestants that the differential of 3.2 cents. Milwaukee over Chicago, is excessive, but their argument is really based upon the fact that the present rates from Thebes to Milwaukee and Chicago are

The Chicago Lumber and Coal Company has been sustained by the commission in an important case involving transit privileges on southern lumber. The case was directed against Morgan's Louisiana & Texas Railroad and Steamship Company. Reparation will be allowed as soon as the lumber company prepares statements showing actual shipments involved.

The Lamb Fish Lumber Company, Charleston, Miss., is recognized by the commission as being one of the most active agents in the hardwood belt in its efforts to straighten out the various inequalities of rates still existing in that territory. The Lamb-Fish company's complaints have the reputation of being drawn with unusual foresight and intelligence. Several complaints have been submitted recently. Among them is one asking for the protection of the lowest combination on hardwood lumber and hardwood products from producing points south of Memphis and north of the Southern Railway in Mississippi to the principal consuming points in Central Freight Association territory and east of the Buffalo Pittsburgh line. The same demands are made by the Kraetzer-Cured Lumber Company of Morehead, Miss., with respect to the producing territory south of the Southern Railway in Mississippi.

Proposed increases in the rates on forest products from Arkansas points have been suspended by the commission until April 30.



## The Outlook for 1916



By R. B. Goodman of the Goodman Lumber Company, Goodman, Wis.

The lumber industry defined as the process of liquidating stumpage by manufacturing trees into lumber, is facing a year of promise. Once more the lumberman is beginning to get something for his tree. The horizon looms with new opportunities, new problems. A fair and reasonable degree of prosperity seems to be assured. Yet the situation is by no means without its danger, and many thoughtful lumbermen believe the industry is now facing the most difficult situation that has presented itself since the famous year of 1907.

A year ago conditions were so plainly defined and simple in their solution, that the entire industry unanimously stood for retrenchment and conservative development. There began a great forward movement in co-operative effort to regulate cut, to reduce the cost of production, to take up the lost motion between the mill and the consumer, and to develop and extend uses of lumber.

The trade journals assumed a higher plane of usefulness than they had ever before reached, both for the manufacturer, the retailer and the manufacturing consumer. The

technical articles presented during the year connected with the manufacture, marketing, drying of lumber, cost accounting, merchandising methods, railroad tariffs, export possibilities, wood construction, building codes, community development, would form a complete reference library for the industry. This development of the trade journal as a purveyor of technical and market news has been accompanied by a tendency to let the lumbermen solve the problems of their business for themselves. The older pose of paternalism has been out-grown, and enlightening and impartial comment has taken its place in the editorial columns.

But the greatest change in lumber trade journalism and the most significant is in the advertising columns. Instead of the perfunctory cards of lumber firms and manufacturers of mill machinery, we find real, live advertising matter. During the past three or four years this change has gradually come about, but 1915 shows more columns of real advertising than any two previous years. Look into your old files of trade papers and see this for yourself. The page after page of advertising you find now is not placed to help a deserving cause, but is a business proposition, in which the results are tabbed as carefully, perhaps more carefully, than in any other line of investment.

The tendency toward more efficient methods which has been developing in all lines of industry during the past few years has, under the stress of the low realization, made wonderful strides in the lumber industry during the last twelve months. This seeking for better methods and for better product has developed new practices all along the great firing-line of expanse, from the forest management to marketing. The same marvelous spirit of thrift which enabled the great railroad systems to reduce their operating expenses almost in the exact proportion that their gross revenue declined, has permeated all branches of the lumber industry. Never before has there been so great an effort to utilize the by-products of the forest and the waste of the mill. Burner after burner has been discarded. By-product plants are developing in multifarious variety. Larger marketing units are being formed. The loss between the producer and the retailer and manufacturing consumer is being eliminated. The big wholesalers of lumber are becoming manufacturers, and the manufacturers by grouping three or four or more smaller mills, and working through a single sales office, are becoming wholesalers. In a word, the industry has been cleaning house.



R. B. GOODMAN, GOODMAN, WIS.

The greatest progress made during the past year has been admittedly in intelligent co-operation. The story of the year's advance is almost incredible. This co-operation has proceeded along three lines: the collection and dissemination of information, collective advertising and industrial unity. Volumes could be written of work done in these lines of effort.

Through the highly developed statistical organization of the great producing associations, a result has been obtained during the last sixty days that should lend a glorified halo to the once too carelessly considered report blank from the association secretary. In these last sixty days lumber prices have advanced. It may be that the increased demand of lumber was wholly due to causes independent of the industry, but it was the sales bulletins, the cut and shipment reports and the apparently simple little barometer that had back of it accurate production figures, weekly returns of orders and shipments from a great producing region, that put the price of lumber all over the United States to where it economically belonged, by virtue of existing supply and demand, immediately and

promptly, thus giving the advance to the producer who needed it to save him from actual loss. The history of the lumber market for the past sixty days has justified association machinery for collecting and disseminating information on market conditions.

Equally plain demonstration could be made of the value of cooperative advertising of lumber carried on by the various associations. The simple fact that every association that has expended money for advertising is now planning to increase its appropriation for the coming year, means volumes. The straws by which the way of the wind is determined; inquiries are the first direct result. These inquiries come in almost overwhelming volume from the few hundred a month from the modest advertising of birch panels, to nine thousand inquiries a week now piling up for southern pine. Cypress a year ago was an almost isolated example of successful lumber advertising. Now the list of woods runs to nearly a dozen, and the annual appropriation to nearly half a million dollars. This advertising does not claim credit for the recent revival of lumber trade, nor is its aim to create higher prices. What it is universally trying to do, and what it is slowly accomplishing, is better understanding amongst the consumers of the nation as to the right, proper and economical uses for which wood, and the various kinds of wood, are adapted. Only thus can be laid a firm foundation for stable conditions in the lumber industry.

The third line of association progress has been the most fundamental, the deepest and therefore the least obvious and perhaps the least appreciated by lumbermen themselves. This is the process of unification that has taken place most markedly during the past year. There have always been great national problems for the industry to face. There have alweys been sincere attempts on the part of the leaders of the industry to meet on common ground to solve them, but only during the last twelve months have the beginnings of a real, underlying unity in the industry appeared; in the gathering of the funds for national trade extension work; in the presenting of the conditions of the industry from North to South and from East to West before the Federal Trade Commission, and in consideration of the re-classification of lumber rates before the Interstate Commerce Commission. In these matters the lumber producers of the whole nation meet together to the common interest of all. From the Pacific states, from the South, from the Atlantic Coast, from the Inland Empire, come repre-

 Control of the control to the control of the feet of the control of the co the transfer of the second second Regress with the other tree of the second state of the smallest the second type our influstry is more trying than adversity. Proje goeth before a fall, and over confidence is the mother of imprudence. Many will turn wholly from the work of organized effort to the temporal to the diagram of the etc. In the convenience stone forgetting its ultimate dependence upon the conditions of the industry

The very 1916 leaves a specifical as well as especial oppositionty for one particle effort in two particular lines. First of these is cooperative regulation of production. The old talk of the swing of the pendulum belongs to other days. We must stop its destructive swing. With the havor of unreasonably low prices we are all familiar, but against the possibility of unreasonably high prices, there may come us great need of wise regulation. Prices of lumber are not yet up to the reasonable realization to which the industry is entitled, but when lumber prices rise beyond the reasonable level, the process of killing the golden goose begins. Our market is contracted at the same time

our production is overstimulated. In the interest of our natural and the engineering the terms of the good manageral army. of workers in this industry, this wholly indefensible process of cause and effect which is permitted to bring about the lowest level of conand the control of the state of the following of an hor production is reached, needs righting.

The second line of apportunity that 1916 offers is in the building of a foreign trade, a work calling for bigger units than we have yet reached, and for constructive measures, either of the executive or legislative departments of our government that call for the wisest and most experience control. This butting of a foreign trade in lumber is not along the concern of the Gall or the Pacific Coast, but in the great interplay of competition in the industry, its furtherance be comes equally the concern of all.

Right now, at the beginning of 1916, the American people and the government at Washington are favorably inclined to constructive measures that will make this reasonable regulation of production a possibility in the lumber industry, and favorably inclined to such cooperation of interest as will open the way for the development of foreign trade. The danger to the industry is lest a dollar or two advance in the price of lumber shall cause us to neglect these deeper problems.

The year 1915 has been a year of the greatest real development the lumber industry has known. We are coming upon a new season of prosperity. These seasons have been our undoing in the past. Let us hope we have reached a high development within our industry that will enable us to make a wiser and more permanent use of the favorable conditions which greet us with the coming year.



## Southern Traffic Association Annual



The third annual of the Southern Hardwood Traffic Association was held at the Hotel Gayoso, Memphis, Tenn., January 4, with a representative attendance from Louisiana, Arkansas, Mississippi, Tennessee. Missouri, Kentucky, Alabama and other states covered in its membership. John W. McClure of the Bellgrade Lumber Company presided, and the business in hand was rapidly transacted following luncheon at 12:45. This consisted of the hearing of the reports of officers, the adoption of resolutions and the election of officers for the ensuing year.

The association some time ago went on record as favoring the through bill of lading on export shipments of lumber and it also interested itself in an amendment to the Harter act. It was, therefore, not surprising that the following resolutions covering these subjects were adopted by unanimous vote:

WHO has, Representative K. D. McKelar I and a traduced in the House of Representatives 171 H. R. 775 and None add "The Harter Act" to the extent of making owners, managers, agents or masters liable for loss or damages arising from faults or errors in navigation or manage 

Whereas, Representative K. D. McKellar introduced in the last Conat so a ball known as the "McKel or The Lag. But of Lading Bill," which was intended to require the railroads to Issue through bills of lading on export business and require vessels operating out of port to accept and become a party to such bills of lading. And,

Whereas, Our success and prosperity, to a large extent, depend upon

the enactment of these just laws; therefore, be it
RESOLVED, That this association go on record as approxing House Bill H. R. 773 and that Representative K. D. McKellar be asked to reintroduce his bill regarding the Issuance of through bills of lading, and that a copy of these resolutions be sent to Representative K. D. McKellar and mem bers of the merchants' marine committee of the Senate and House of Representatives, with request that prompt consideration be given these bills and that they do everything in their power towards their passage.

President McClure, in his annual report, pointed out that there had been both sunshine and shadow in the experience of the association during the year but was sure that victories had been greater than defeats and that substantial results in the direction of progress had been achieved. He reviewed the disappointment felt over the decision of the Interstate Commerce Commission in I & S 520 but declared that the carriers gained only a partial victory and that the association had experienced a "valuable lesson inasmuch as we learned that commercial conditions and the needs of the industry received scant consideration at the hands of the commission as compared with the apparent needs of the carriers for more revenue."

Referring to the future work of the association, he holdly outlined its scope and determination as follows:

In the cases now pending before the commission and in the future it is the determination of our board and management to adhere firmly to the principle that the present rate structure on lumber and forest products is unscientific in the extreme, that this commodity is paying more than its proportion of revenue to the carriers and that a careful analysis of these rates will develop the fact that the railroads are now realizing an unreasonable and unfair profit in the transportation of forest products, and we shall demand a readjustment of the rates upon a reasonable and scientific basis. With these ideas in view we have recently filed with the commission a complaint attacking the entire rate structure from this territory into the principal consuming markets north of the Ohio river, This promises to be one of the hardest fought and most important cases in the history of hardwood traffic matters. It involves the breaking up of Ohio river combinations, giving to southern shippers the benefits to which they are entitled in the lower per-ton-mile rate based on the long through haul instead of splitting the haul at the Ohio river into two local hauls.

With reference to the "Harmony Conference" held during April last year, Mr. McClure said that no permanent results had been apparent but held out some hope that the work done at that conference might bear fruit.

Mr. McClure roundly scored the Illinois Central for refusing to adjust the log ratio, to allow a reasonable dunnage on log shipments, and to establish transit arrangements at Memphis and other points on its lines. He declared that the attitude of this road had not only created much bitterness among its lumber patrons but had also caused the loss of a vast lumber tonnage, with consequent loss of revenue.

Mr. McClure also reviewed the work done by the association, in conjunction with the National Lumber Manufacturers' Association, in connection with compilation of answers to the seventeen questions involving reclassification of lumber and lumber products, concluding as follows: "Our association was represented both on the general committee and on the working committee. A set of composite answers to the Interstate Commerce Commission questions was adopted to represent the consensus of opinion of the entire lumber trade on this great subject. This unity of purpose will doubtless prove a strong element in the ultimate success of our cause."

As to the attitude of the association on a merchant marine, Mr. McClure said: "We have taken a definite stand opposed to the policy of government ownership or control of merchant ships and we have favored a direct subsidy if that is necessary to bring about this result. Our ideas on this subject are in accord with those of the United States Chamber of Commerce which is exerting its influence and effort in arriving at a permanent solution of this important problem."

With a view to increasing the scope of the work and uniting all interests in the hardwood territory, Mr. McClure urged an active campaign in behalf of new members. Among other things he said:

We are especially desirous of increasing our membership west of the river as we realize that not until the east side and the west side shippers are united in strong bonds of cooperation can we bring about a proper readjustment of rates. Both the east side and west side shippers should realize that this is one producing territory, extending from the Mobile & Ohio railroad to the Kansas City Southern and that the operating conditions, the commercial conditions and the transportation conditions are practically the same and should be considered as one unit. This association stands for an adjustment of rates fair and equitable to all shippers and to carriers as well, and on this platform we deserve the support of every lumberman operating in this territory. We hope each member will consider himself a committee of one to bring in new members during the coming year. If each member would bring in one or two of his friends it would mean a much stronger and better organization.

As to trade conditions and their bearing on the lumber industry, especially from a rate viewpoint, Mr. McClure sounded a warning in the following language:

We must not let increased profits in our business blind us to the necesity for preventing unjust advances in rates, and we must continue our efforts to have our rate structure adjusted on a scientific basis which will be fair and equitable alike to carriers and shippers. If unfair advances in rates be allowed, or unreasonable rates be continued unchal lenged during prosperous trade conditions, it tends to make such rates permanent and lessens our chance for bringing about a proper adjustment if we wait until the necessities of the industry demand.

In conclusion Mr. McClure thanked the board and Mr. Townshend for their active support and asserted that, although entering only on its fourth year, ''the association is now recognized as the strongest and most efficient traffic organization in the lumber trade.''

Secretary Townshend dealt in detail with the principal contests before the Interstate Commerce Commission, all of which have been covered during the year in the Memphis correspondence of the Hardwood Record. Some of these cases are still pending, including the proposed advance into Central Freight Association territory, the destruction of the Ohio river combination and the granting of transit privileges at Memphis. He predicted that the association would win in its efforts to defeat the advances into Central Freight Association territory and expressed the hope that 1916 would see the end of the transit-privilege controversy.

As to claims, he said that the association had collected \$14,446.68 for its members and that it has returned claims amounting to \$1,694.17, which it had been unable to collect because of the statute of limitations or because recourse to the courts was necessary. He also stated the association now has claims amounting to \$5,186.16. He thought that, in view of the fact that most of these claims had been handled by the shippers with the carriers before being filed with the association, the results obtained by the latter indicated the ability of this organization to serve its members along this line.

As to changes in membership and their bearing on the revenues of the association, Mr. Townshend said:

During the past year we have lost three members through liquidation and four have resigned. Their total annual dues were \$800. Eighteen new members have joined the association during the past year with a total revenue from memberships of \$2,320, a net gain in membership of eleven firms and a net gain in revenue of \$1,511.

The following invitation was also included in Mr. Townshend's

report: "A number of our members have found it convenient to call on us to divert and reconsign cars for them. We will be pleased to have those who are interested call on us to do this for them. All work of this character is treated confidentially."

In conclusion Mr. Townshend thanked the members and the governing board for the splendid coöperation they had given him and also expressed his particular appreciation to President McClure for the interest he has shown, for the time he has devoted and for the support and advice he has given him at all times.

The report of W. S. Darnell, the treasurer, showed the financial affairs of the association to be in good shape.

The officers and members of the governing board reflected follow: President—J. W. McClure.

FIRST VICE-PRESIDENT-S. M. Nickey.

SECOND VICE-PRESIDENT-Frank May.

TREASURER-W. S. Darnell.

DIRECTORS—S. B. Anderson, Geo. D. Burgess, L. E. Brown, W. S. Darnell, Frank F. Fee, C. D. Hendrickson, O. M. Krebs, Geo. Land, Elliott Land, William Pritchard, W. A. Ransom, James E. Stark and Walker L. Wellford.

R. L. Jurden and Geo. C. Ehemann were chosen to succeed W. A. Ransom and C. B. Dudley on the board of governors.

## High Water at Memphis

The Mississippi river at Memphis continues to rise and a stage of 36 to 37 feet will probably be experienced, according to the local forecaster, S. C. Emery. He even suggests that a somewhat higher stage may be attained. Flood stage is 35 feet and if the water goes much higher than 37 feet there will be considerable interference with manufacturing operations not only in North and South Memphis, but also at points outside of this city in the Mississippi valley and in Arkansas. Some plants here find it necessary to close down when a stage of 33 feet is reached and these are already out of commission. A pumping station and levee systems were recently installed in the northern part of the city and it is expected that these will save overflow of a considerable area. However, the mills in North Memphis along Wolf river will derive no protection from this improvement and already they are beginning to feel the effects of the overflow.

High water in the Mississippi also promises to interfere with the movement of timber. Many of the streams tributary to the Mississippi are out of their banks in both Mississippi and Arkansas and the low lands are generally flooded. A great deal of timber had been cut in these low places but it had not been moved out. The water will prevent the bringing of this out in the immediate future and will to some extent curtail the amount of timber that is available. This interference with logging operations comes at a time when the amount of timber in sight is by no means large and adds to the scarcity which has been threatened for the past two or three weeks. There are a very few mills which have all the timber they need for the immediate future and it is possible that manufacturing operations may have to be curtailed on account of lack of logs. The Valley Log Loading Company states that there is comparatively little timber on the rights of way of the railroads ready to be handled and that, while the demand for logs is exceedingly keen, indications point to somewhat restricted activity along this line. Some of the mills are already beginning to feel the pinch of the log shortage and, unless weather conditions are more favorable in the immediate future than they have been heretofore, it is regarded as practically certain that manufacturing operations will be very seriously curtailed not only at Memphis but at many points in the southern hardwood producing territory.

The reason why so many fail in competing with other firms in the same line is because they do not catch on to the little essential points in the business. This is especially the case in most kinds of lumber working shops and mills. Many fail to catch on to the idea that it costs good money to handle stock, and run it in helter skelter, with all sorts and sizes in one pile. It all has to be sorted, and after this is worked it has to be carried here and there, a few pieces at a time, and is thus further jumbled up, and so to the end. All stock should be sorted in the pile, outside.



## The Lumberman's Round Table



## The Wood Products Field

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Announcement has just been made that the concern, the Kragon-Wood Prograts Company, is enlarging ats allow, and it, which is purchased a considerable amount of timber. Evidently the manufacture of these chancal promats has been a good bessess, and one worth further development. All sorts of chemicals have been stimulated by the war, and it is possible that the concern referred to profited from that factor also.

However, the point of interest to lumber manufacturers as a whole is that here is a concern which has demonstrated in a gradual and convincing way that distillation methods may be applied to the utilization of timber with success. The fact that mill waste is not being used in this plant doesn't mean that a sawmill could not use its waste in that way, but on the other hand the implication is that it could be done. It merely appeared more economical and convenient to cut up the trees into sizes which worked into the plant more readily. A millman could use whatever offal he had on hand, provided it were separated into different woods.

A prominent lumberman recently made the prediction that one of these days every mill will have as part of its equipment a small distilling plant for the purpose of using up its waste. Burning it up to get rid of it doesn't look like good business, that's all.

#### Quartered Oak Unprofitable?

A hardwood man of considerable experience recently made the statement that quartered oak is the most unprofitable item on his list, with the possible exception of hickory, which is certainly a "tough nut" to crack, in most instances. The statement about quartered oak is likely to be disputed, whereas the hickory proposition is familiar to nearly everybody. The reason is that quartered oak, under normal conditions, is fairly easy to sell, while grades of hickory under first and seconds move slowly, as a rule. In other words, the tendency to interpret easy sales as assured profits is such that the man who is making and selling his quartered oak right clong can hardly help thinking that he is making money, while the lumber that stays with him for months, and even years, is certainly and obviously not a profit-producer.

Regarding quartered oak, this lumberman said:

"Handling quartered white oak on the same margin of profit as a cheaper wood is a losing game, yet that is the common practise. That is to say, if you are selling \$30 lumber at a \$5 gross margin, you have 1623 per cent to take care of handling, overhead and other expenses. When the value of the lumber, put on sticks in your yard, is \$70, however, and you sell it at a margin of only \$5 a thousand, your gross profit, to take care of the various items of expense, is but 7.1 per cent. You can't handle lumber on that narrow a margin over cost and get out with a whole skin. But lumbermen as a whole don't seem to realize that.

"The proper method is to use the same percentage of profit on all items, if it can be done. A  $16\frac{27}{3}$  per cent margin on your \$70 quartered white oak would make it sell at \$\$1.67 a thousand—which it doesn't. Yet without that big a difference, the quartered oak man hasn't much chance to make money on his product at the selling end. He may be able to cut down production costs, or buy his logs cheaply, or create a better margin than the average in some other way; but if his costs are such that he has no more leeway, in dollars, than he has on the sale of cheap lumber, he is bound to be stung."

In this connection, it should be observed that the wise lumberman

see, there is that as positive of the operations with a pect to early well for a take, for all to know if her making money on ash, only to lose it on hickory; or if his plain oak profits are making potential event oak losses. It is possible to work out a fairly satisfactory method of comparing the results with each wood, just as it is to determine how much was made on each individual ear; and when this information is compiled for a period as long as a year, the lumberman has some facts that ought to help him to make more money by cutting out the losing items, if that is practicable; and if not, by endeavoring to sell them at prices which will give a better chance to break even.

## Selling Lumber Log Run

There are certain kinds of hardwood lumber which are notable by reason of the demand being concentrated on certain grades, usually firsts and seconds.

This is an unsatisfactory condition for the manufacturer, for even an unusually good profit on one grade—particularly if this happens to be at the top, and therefore the smallest part of the output—the necessity of carrying the other grades for a long time and ultimately selling at not much over cost, if not at a loss, taking the entire transaction into account, makes the proposition one in which the lumberman is evidently the goat.

Hickory and walnut are two kinds of lumber of which this condition is especially true. First and seconds hickory are usually salable at a good price, and the lower grades are almost unsalable at any price. High-grade walnut can always be moved, while No. 1 and No. 2, especially the latter, are not so easily disposed of.

The fairest way to meet the situation would be to sell the lumber log-run; in other words, put it up to the consumer to take the bitter with the sweet. There are a lot of lumber buyers who insist that they can use only one grade; and yet, if they were to get the product of the whole log into their factories, they would find that they could cut up the other grades to equal if not better advantage. Consequently making it a rule to sell log-run—on grade, of course—would not work any real hardship on the user, while it would solve what has become a big problem for many lumbermen. Incidentally, a lower price for the firsts and seconds could and would be quoted under such an arrangement.

This suggestion is particularly apropos of walnut. No. 1 common walnut will work into the requirements of furniture manufacturers and other consumers excellently; and when the big spread in price between firsts and seconds and the next lower grade is considered, it is obvious that the consumer who learned how to use lower grades along with the top one would profit, while at the same time the millman would have a better chance to make money on his operations.

Of course, the consumer can't be forced to buy something that he doesn't want; on the other hand, the manufacturer cannot be compelled to sell, except on his own terms. There ought to be some way of getting together on the log-run proposition, and in fact many buyers are coming around to the logic of the proposition, and are helping themselves and the sawmill operator at the same time.

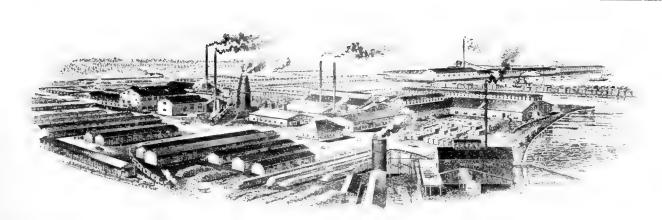
## A Traffic Hint

When you notice changes in rates on lumber, are you chiefly interested in seeing whether the other fellow's rate has gone down, or that yours has gone up?

In other words, do you strive to prevent additional charges being placed on the transportation of lumber—or simply to maintain the proper alignment of rates with other markets?

The latter is important, from a competitive standpoint; but, in a broader way, lumber is competing with numerous substitutes, and every cent added to the rate makes that competition just that much more severe, and restricts the market for lumber—your product—to that extent.

Think it over-and work with instead of against the other fellow in the lumber trade whenever you can.



# The NorthwesternCooperage & Lumber Company

The Home of the "Peerless" Standard Brand Products

Western Office: 516 Lumber Exchange, Minneapelis, Minn.

GLADSTONE, MICHIGAN

Mills at Gladstone and Escanaba, Michigan

Manufacturers of the following "Peerless" Standard Brand Products: Hardwood Flooring, Staves, Hoops, Heading and Veneers, Hemlock Lumber, Lath, Shingles, Posts, Poles and Ties, and Hemlock Tan Bark

"Peerless" Rock Maple, Beech & Birch Flooring have a standard of their own, are guaranteed and are said by Jealers to hold trade. We NEXT TIME

Members of Maple Flooring Manufacturers' Association. (When writing mention the Hardwood Record.)

## The Mail Bag

### B 976-Wants to Buy Carload of Panels

Philadelphia, Pa., Dec. 28, 1915.—Editor Hardwood Record: We are in the market for a carload of panels as per enclosed specifications and would like to get in touch with panel manufacturers who are prepared to make large sizes:

Good one side, good side sanded.

Thickness - Kind of wood and quantity—
90% ½" 3-ply. About 10% Qtd. W. Oak.
10% ½" 5-ply. About 15% Plain W. Oak.
Size and quartity— About 25% Plain Birch.
1,000 24"x72". About 25% Mahogany, fair stripe.
1,000 30"x72". About 25% Poplar or Gum.

Interested parties can have the name of this inquirer on application to Hardwood Record.—Editor.

## B 977-Wants to Buy Basswood Strips

Any one handling basswood strips can have the address of this correspondent on application to this office.—Editor.

## B 978—Wants to Contract for Production of Ties From Own Timber

Ft. Scott, Kans., Dec. 24, 1915.—Editor Hardwood Record: Could you place me in communication with some reliable tie contractors who would be willing to contract to produce from timber owned by clients of mine at least from one to two hundred thousand ties per year, and give bond for the performance of said contract at an agreed price of production?

Anybody interested in this inquiry can have the address by writing Hardwood Record.—Editor.

## B 979-Wants to Buy Sawdust in Pennsylvania Sections

Reading, Pa., Jan. 1, 1916.—Editor Hardwood Record: We want to purchase hardwood sawdust in carload lots, also cedar sawdust and pine

sawdust in same quantities. If you know of any concerns in this part of the country who could supply any of the above requirements we would very much appreciate being brought in contact with them.

Those in position to furnish sawdust to this inquirer can have the name and address on application to Hardwood Record.—Editor.

## B 980-Wants to Buy Boxwood Sawdust

New York, N. Y., Jan. 4, 1916.—Editor Hardwood Record: Please give us the names of concerns handling boxwood sawdust. We use quite a little boxwood sawdust and would appreciate it very much if you can supply us with the above information.

This inquirer has been given a list of names of users of boxwood who probably will be able to furnish the sawdust. Others interested can have the necessary information on application to this office.—

## B 981-Wants Northern Birch

Grand Rapids, Mich., Jan. 7.—Editor Hardwood Record: Please send us a list of manufacturers who are in the northern birch district and specialize more or less on No. 1 common birch, running largely to red 4/4, 6/4 and 8/4.

A list of such manufacturers has been given the above buyer. His address will be supplied to those interested.—Editor.

Reference to "Mail Bag" Must Be Accompanied by Stamped Envelope to Receive Reply.

## Corporation to Be Dissolved

It is announced that E. C. Dawley, having purchased Mr. Gill's interest in the Gill-Dawley Lumber Company, Wausau, Wis., and become sole owner, the corporation will be dissolved. The business will continue exactly as heretofore, with no change other than that mentioned above. Since January 1 the business has been transacted under the name Dawley Lumber Company.

## Veneer and Saw Mills Burned

The Stolle Lumber Company, Tripoli, Wis., recently had the misfortune to lose its sawmill and veneer mill at that place by fire. The loss was largely covered by insurance and steps have been taken to build a better plant. The sawmill that was burned was fifteen years old and had a capacity of 35,000 feet a day. The veneer mill was a three-story structure, and was up-to-date in every way.

## Clubs and Associations

#### Gum Manufacturers' Annual

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of the Charles of the Williams and the Model Model of Paramater than the form of the theory  $\tau$ 

#### Program for Hardwood Manufacturers' Convention

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1. A second of the United States which is to be held at Hotel

1. O second of the United States and the transfer of the property of the prope ing the program this year the association has been fortunate in securing speakers of national reputation who will address the meeting on subjects which are pertinent and timely,

It is the wish of the officers and board of governors of the association that every one who attends this meeting shall return home feeling that he Las been benefited and that some of the thoughts that have been expressed will be of practical value. Co-operation, Salesmanship, Industrial Prepared-It is were into Peneral Iride Co. ... on the among the surjects on which addresses will be delivered.

The program is as follows:

#### TUESPAY-January 18, 10:30 A. M.

Convention called to order by President J. H. Himmelberger, Reports of Secretary and Treasurer will not be read but will be pub-lished in full in trade journals. Address, "The Secret and Pull of Suggestion in Advertising, Salesman-ship and Business Building," by Dr. Stanley L. Krebs of Philadelphia,

Address, "The National Trade Extension Activities and Results," by A. Sterling, Chicago, Manager of the Trade Extension Department of Mational Lumber Manufacturers' Association. Vegenting Let at the manager.

RECESS FOR LUNCHLON

TUESDAY AFTERNON SESSION

Address, "Industrial Prepardness," by James A. Emery, Washington, D. C., Counsel for the National Association of Manufacturers, Moving Pictures, The Lamb Fish Lumber Company, Charleston, Miss., logging and sawfill operation. Henry Disston Sons Company, Philadelphia, Pa., manufacturing saws.

## TULSDAY LALANING

Shoker and vaudeville entertainment at 8 o'clock in banquet hall on the ranth free, as a complainent of the Hardwood Manufacturers' Association to its guests.

## WEDNESDAY-January 19, 10:30 A. M.

Report of terration on Officers' Reports
Address: Comparation (The Way Out for Business," by E. H. Gaunt,
which was a Massa, Manager Merantic Department, Batson's Stadistrict Organization. At the close of this address Mr. Gaunt will invite
posters upon this support

Address, "The Work of the Federal Trade Commission," by Will H. Parvy, W. Schizetta, D. C., n. a. b. r. of the Federal Trade Commission," by Will H. Parvy, W. Schizetta, D. C., n. a. b. r. of the Federal Trade Commission Discussion of business conditions in general and the hardwood business on tach, a. c. of the W. L. D. L. e. d., v. ngton, Ky., General Manager Kentucky Lumber Company, this discussion open to everybody.

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Adjournment.

## Wood Preservers' Association to Meet

The program for the twelfth annual convention of the American Wood Preservers' Association has been issued, and shows the sessions this year will be unusually productive, occurring January 18:20. The program \*mbraces plant operation and miscellaneous topics, including the selection and purchase of fuel; methods of creosoting Douglas fir, and of creaseting piling and poles, forenoon January 19,

Preservatives and specifications, including talks and reports by Louis C. Drefald, G. A. Lembeke, E. A. Sterling, Wm. Toursley, S. R. Church, and W. F. Goltra, afternoon January 19.

Ties and wood block paving, discussed by R. Van Metre, Hermann von Schrenk, Clyde H. Toesdale, and E. A. Larkin, forenoon January 20.

Service tests, reports by various committees, forenoon January 20,

Business syssion, afternoon January 20.

The entertainment committee has provided a languet for Wednesday evening, January 19, to be held in the Louis XVI room at Hotel Sherman, Prof. F. H. Newell, in charge of the department of civil engineering, University of Illinois, will be the guest of honor. Prof. Newell at one time was secretary of the American Forestry Association, in which position he took a very active interest in the subject of wood preservation and 10000 

Michigan Hardwood Association

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1: ...  $\leftarrow$  r  $\rightarrow$  r  $\rightarrow$  1Regular and Special Committees,

A territorial manager of the control of the producting of limiter than the control of pairs which is the control of Section Middle and

Big Hoo-Hoo Gathering at St. Louis

Description was the date of east, thereast of Hoo Hoo at St. Loube, Mo. The meeting was held in the large ball room of the American Annex hotel, covers being laid for ninety guests.

Julius Seidel, shark of the universe, was toastmaster, and he speedly actividueed considerable type to the procedures. There was a splendid program of general entertainment, the special feature being the presentation by the snark to Secretary Treasurer Tennant of a giant ink well and sheet of clean white paper, which presentation, according to the snark, typified a new beginning for Hoo Hoo. Vicegerent William Loth man was presented with a big stick and a Roosevelt hat, typifying him control over St. Louis Hoo Hoo affairs for the coming year. George M. Funck, president of the newly organized St. Louis Lumber Exchange, also came in for a colossal present, this being in the form of a gavel.

A class of six representative lumbermen were initiated at the concatenation which followed the dinner, after which the members partook of a light luncheon and had a better opportunity to get acquainted.

## January Meeting Cincinnati Club

At the January meeting of the Cincinnati Lumbermen's Club, held January 3 at the Gibson House, the members affixed their approval to the answers to the questions of the Interstate Commerce Commission as regards the reclassification of lumber and lumber products, as prepared by the club's committee appointed specially for that purpose. The answers will be forwarded to the Interstate Commerce Commission and set forth the position of the club on each of the questions propounded.

A new constitution and by-laws were placed before the members and adopted. A committee was named to assist in the reception of delegates to the annual convention of the Hardwood Manufacturers' Association of the United States, January 18 19,

## Proposed San Francisco Association

A number of prominent Pacific coast lumbermen have taken the initial steps toward organizing a wood products association with headquarters at San Francisco. The object of the association, as stated in the proposed by laws, is to serve as a lumber clearing house for lumbermen's problems; to promote every possible use of wood; to investigate and counteract false and misleading statements published regarding lumber; to maintain a permanent exhibit of wood products in San Francisco: to advertise lumber throughout California, by lectures, moving pictures, and portable exhibits when practicable; to furnish information to the public regarding the merits of all Pacific coast forest products, wood preservatives, paving blocks and the proper selection and treatment of West const lumber for use.

The general plan which is to be acted upon at a meeting of charter members to be called in January, follows quite closely the organization of the new lumber board of trade of Detroit, but modified to meet San Francisco conditions.

## Memphians After National Convention

The Lamberniew's Club of Memphis at the regular meeting held at the Hotel Gayoso January 1 took important action regarding the forthcoming annual of the National Hardwood Lumber Association. It was decided to extend an invitation through J. W. Dickson and C. B. Dudley, trustees of that organization, to hold its annual in Memphis next June. There will be a meeting of the full beard of trustees in Chicago January 25 at which time the meeting place for 1946 will be selected and Messrs. Dickson and Dudley will carry from the Lumbermen's Club of Memphis not only a cordial invitation to hold the annual in Memphis but will give every assurance of ample arrangements for entertainment and other features. It was also decided at this meeting that the Lumbermen's Club would favor the candidacy of S. B. Anderson, of the Anderson-Tully Company, for the presidency of the National Hardwood Lumber Association. Memphis has already furnished one president of the association in the person of W. H. Russe of Russe & Burgess (Inc.) and the Memphis members of the association feel that they have an able candidate in Mr. Anderson, who is one of the best known lumbermen in this part of the country. In any event it is certain that, having suggested Mr. Anderson for the presidency, the Lumbermen's Club of Memphis will do everything in its power to secure this very high honor not only for him but for this city.

The next regular meeting of the club will be held January 15. This is the date on which the Gum Lumber Manufacturers' Association will be in session in Memphis and it was decided that the meeting of the club would be held in the evening so that some function might be tendered the delegates to this association. Last year a similar arrangement was made which resulted in much pleasure to members of both organizations.

This being the first meeting of 1916, the officers who were elected Decem ber 18 were installed. C. G. Kadel, retiring president, turned over his office to S. M. Nickey, president-elect. After Mr. Nickey had declared his intention of doing everything he could in behalf of the club and after he had asked for the earnest and hearty co-operation of all of its members he an nounced his standing committees for the ensuing year as follows:

nounced his standing committees for the ensuing year as follows:

ENTERTAINMENT COMMITTEE: Ralph May, chairman, F. T. Dooley, F. E. Stonebreaker, C. R. Ranson, Geo. O. Friedel.
STATISTICS COMMITTEE: C. R. Tustin, chairman, Keith Blanton, A. G. Fritchey, F. W. Dugan and R. L. Jurden.
LAW AND INSURANCE: S. B. Anderson, chairman, J. V. Rush, James E. Stark, C. D. Henrickson and C. C. Lattanner.
RIVER AND RAIL: Geo. C. Ehemann, chairman, O. M. Krebs, J. W. McClure, Walker Welford and R. E. Dickinson.
MEMBERSHIP: Harry B. Weiss, chairman, Robert C. Stimson, J. R. McFadden, W. L. Crenshaw and Max Sondheimer.
RESOLUTIONS: J. D. Allen, Jr., chairman, William Pritchard, S. C. Major, W. A. Stark and Frank McCollum.
INFORMATION: F. G. Smith, chairman, Harry Stimson, B. C. Tully, Tom Welsh, D. R. Trippett.
PUBLICITY: M. B. Cooper, chairman, Geo, W. Fooshe, R. J. Lockwood, O. U. Coppock and J. W. Dickson.
Mr. Kadel, in surrendering the presidency to Mr. Nickey, thanked the members for the cordial and effective support given him during his admin-

members for the cordial and effective support given him during his administration. He reviewed the changes in membership which had occurred, showing that, after deaths and resignations were deducted and new members were added, the net result was a membership of 160. He also presented figures showing that the average attendance at the regular meetings had been 66, an exceedingly creditable record.

The report of D. F. Heuer, secretary and treasurer, showed that the

finances of the club were in very satisfactory condition.

Other officers installed at this meeting were James F. McSweyn, first vice president; Mark H. Brown, second vice-president; D. F. Heuer, secretary treasurer; Roland H. Darnell, Ray H. Goodspeed and Paul Rush, directors. There are three directors who hold over from last year. They are Joe Thompson, H. W. Bonner and C. C. Dickinson.

## Appoints Secretary for Detroit Lumber Board of Trade

The Lumber Board of Trade of Detroit at a meeting held December 17 appointed Charles F. McClure secretary. Mr. McClure will maintain offices at Clark street and the Michigan Central railroad.

#### New York Trades Club Prospering

The New York Lumber Trades Club has opened its club and exchange rooms in the Lord's Court building, 27 William street, New York City. The club has sent out a circular letter calling special attention to the exchange feature of the board room, which is divided into three parts. equipped with all facilities for lumbermen visiting in New York as well as resident lumbermen. These facilities include means of obtaining information regarding the lumber trade in New York and vicinity as well as manufacturers and wholesalers of all kinds of lumber in the United States and Canada, their location, the kind of wood or woods they manufacture, their capacity, shipping facilities, etc. A close analysis of the consuming trade within a radius of fifty miles of New York is contained in another set of files. In addition, each resident member has the privilege of having his card installed on the wall of the exchange room.

## National Wholesalers' Association Set Date for Annual

Gordon C. Edwards, Ottawa, Ont., president of the National Wholesale Lumber Dealers' Association, was in New York last week and accompanied by Secretary E. F. Perry went to Philadelphia to make arrangements for the annual meeting which is to be held in that city. Wednesday and Thursday, March 15 and 16, have been selected as the days of the meeting and headquarters will be at the Bellevue-Stratford hotel. On Tuesday evening, March 14, the trustees will hold their annual meeting and consider many matters which will come up for discussion at the convention.

The committee on arrangements consists of Gordon C. Edwards, Ottawa, Ont.; W. W. Knight, Indianapolis, Ind.; A. L. Stone, Cleveland, O.; F. R. Babcock, Pittsburgh, Pa.; M. E. Preisch, North Tonawanda, N. Y.; George F. Craig, Philadelphia, Pa.; B. F. Betts, Philadelphia, Pa.; J. Randall Williams, Philadelphia, Pa.

Secretary Perry states that reports so far received from members indicate that the convention this year will be very largely attended and that the selection of Philadelphia as the convention city was enthusiastically received among the membership.

#### Southern Traffic Association Opens Louisville Branch

The Southern Hardwood Traffic Association has, after extended negotiations between John W. McClure, president, and J. H. Townshend, secretary-manager, Memphis, and Mark Brown and D. E. Kline, Louisville, perfected arrangements for opening a branch office in Louisville in charge of Leroy Halyard of Memphis, who has been the assistant of Mr. Townshend in Memphis for the past two years. Mr. Townshend has just returned from Louisville, whither he went to put the finishing touches on this proposition.

All the members of the Louisville Hardwood Club will affiliate themsclves with the association through this branch office. Furthermore, an advisory board of eight members will be elected at Louisville to co-

operate with the officers and directors of the association at Memphis. Thus the scope of the association will be greatly widened to the benefit not only of the present members but of those who come into the organization through the Louisville branch.

The offices in Louisville will be at 403 Courier Journal building, and Mr. Halyard will leave to take charge thereof in about two weeks.

#### Form Appalachian Logging Congress

The Appalachian Logging Congress was organized at Asheville, N. C., January 4. W. B. Townsend, president of the Little River Lumber Company and Little River Logging Company, Townsend and Little River, Tenn., respectively, was elected president. Mr. Townsend was responsible for calling the meeting and officiated as chairman during the initial proceedings.

The members of the new association will be loggers, timberland owners, cruisers and forest engineers, and in fact everybody interested in converting stumpage into raw material for sawmills.

The meeting was attended by sixty men prominent in the logging work in that part of the country.

The constitution provides \$10 annual dues for individual members; \$25 dues for mills operating single band mills, and \$50 for those operating two or more band mills. The meetings will be held in April and October of each year.

Mr. Townsend, as stated above, was duly elected president and H. F. Grinnell, forest engineer of the Champion Fibre Company, was elected secretary and treasurer. The Clyde Iron Works through its representatives, Charles H. Mackintosh, F. C. Adams and W. C. C. Champion, tendered the delegates a very satisfactory banquet.

## With the Trade

#### New Virginia Veneer Company

The Hamilton-Hill Veneer Company announces its incorporation at Emporia, Va. V. J. Hill, president, and L. L. Hamilton, secretary, state they have severed their connection with the Augusta Veneer Company, Augusta, Ga., with which firm they had been associated for years. They have started the Hamilton-Hill Veneer Company with a splendidly equipped mill, and have all appliances for giving quality and good service.

## The Schram Factory to Open at Ladysmith February 1

The Schram Manufacturing Company will have completed the installation of machinery at its new factory at Ladysmith, Wis., and operations will have begun by February 1. The company comes from Oshkosh and manufactures chairs. The completion of the new factory has been delayed by the large volume of orders which the company has been compelled to work up at its Oshkosh plant.

#### American Seating Company Will Move Operating Plant to Grand Rapids

It is announced from Grand Rapids, Mich., that the American Scating Company will move its operating plant from Racine, Wis., to that point. The Racine plant is a large branch of the American Seating Company and will be given over to assembling and distributing purposes for business going to the Northwest. The Grand Rapids plant will hereafter attend to business in the East and will be a more important branch of the company than ever before. The Grand Rapids plant has lately been improved and added to considerably, placing it on a much more efficient basis and making larger production possible.

#### Robbins Company Retains Flooring Plant

The last issue of HARDWOOD RECORD contained an account of the sale of the Robbins Lumber Company of Rhinelander, Wis., to the C. C. Collins Lumber Company of Madison, Wis. The Robbins Lumber Company writes that while the Collins company took over the sawmill, planing mill and yards, the Robbins company will retain the hardwood flooring factory and will continue in the farming, logging, land and timber and railroad

## Chattanooga Packet Company Purchases New Craft

With a view to benefiting by the Interstate Commerce Commission's decision in its favor last March, relative to interchange of freight between its boats and railroad lines west of the Ohio river, the Chattanooga Packet Company has purchased additional river craft so as to give a double service between Chattanooga and Ohio river points. By this means, the opportunity is presented to save from twenty-five to thirty-three per cent in freight rates.

In addition, the city commission has spent considerable money in improving wharfs and providing modern facilities for handling freight of all description.

Competent river engineers were employed to furnish plans and the work is now under way. When completed Chattanooga will have what no other inland city in the United States has-a thoroughly modern and economical method of handling freight to and from the boats with the same ease as it would be handled if shipped by the railroads. A canvass has revealed the fact that there is enough business assured to keep two boats busy on a basis of weekly trips.

## Furniture Compnay Bought

Furniture Company Dought 

a control of the ture, and have engaged a the state of the s 

Courses in Timber Engineering

Hart H S to the rest of the H A to the rest with the H S to the rest of the S to the rest of the H A to the rest of the transfer of the rest of the re So just a square to professor the flavoure Recorded a countrications to the place of the first of the first of the second of the first of the a quisit, is in Mr. St. (th.

#### Exposes Lumber Employe Grafter

Hydrocope Recent Las received the Lebowitz letter from the Kern Cenking Company Landwood people of Community O. The Litter received It is provided in the bounds of these who new the further a both-life come in contact with this man

We have just had in unuser  $(-\infty)^{-1}$  the  $(-\infty)^{0}$  - voing man we can posed as fispe for and leaver in the Kentricky territory, and foll that the red at large she had be requirified with the Lacks, as this man will no doubt be be up cosenfer to daing for a peritor, and since he has proven beneaf to be a man in the best trusted others, bound be warned against him.

In the bear man he to be trusted exters, head to withed against lim.

In the borker we considered Goo. If Truster?, for hearly commented with the Borkerk Rithedge Lumber company of this city, and located him in the bort? wester perfect of Kennedy. If a well negative deared him in that part of the country, faving we ked there the post religiously in fact, fived at the one and made and quarter, then her some time. He worked with us up to 10 cm/s 720, which is the last we heard from him, and up to chart this his work was satisfactery, he apparently being industrious and anyons to make good. He is a gening man of about 25 years, both complexion, smooth lare, weighing about 150 pounds, height pelably 5 ft. 71; in. The last we heard from him was that he was going to attend to some bading for us, at worth time was simbline expense check and the fellowing day, he dow draft on us, at the same time gave draft to the Finevich Hotel at Pineville, Ky, and left for parts unknown. The only trace we have of him is the fact that he was reported to have purchased ticket in Doe miler 24 at Pineville for 8t. Louis.

If he really went to 8t, Leuis, he well predainy put in appearance there among the trade, looking for a position, as he knows nothing but lumber, and the money he secured will not be sufficient to last very long.

#### Death of Leonard Bronson

Leonard Bronson died at his home in Austin, III on December 26, 1915, aged fifty-nine years, four months and twenty-three days. Death was due to heart and kidney trouble. His health had been falling for some time. However, he remained at his desk, as one of the editors of the American Lumberman, until a few weeks before the end came. He was a man widely known among lumbermen. He was a native of Sackett's Harbor, N. Y., but in early lift attended college at Beloit, Wis Later he took up ranch life in the West, but remained there only a short time, and in his twent to inth year he want to Chicago and began the

the law to the finite matter at the end of his life to store I a terrary to both the an inflimate that the state of the state of the National Leaders of the Santonal Control of

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#### Death of Noted Athlete-Lumberman

In the State of Property In State of Minneapone, Minn on December 29, the lumber trade as well as the athletic world lost a member of prominence and promise. Mr. Sheylin died from pneumonia, which resulted from a cold which he had been suffering from for several days.

Mr. Shevlin was an unusual character in every way. He became prominent first through his athletic provess when he was at Yale, he being considered as the most remarkable man that ever played in any American university. He was also a prominent member of baseball and track teams during his entire career. His aggressive courage, remarkresponsible for his reputation, which he carned in the very beginning of his career.

M. Shev I was the on of Thewas H. Shevlin, one of the most prominent men in Minneapolis, who died Jan. 15, 1912. The younger Shevlin was born in Muskegon, Mich., March 1, 1883. His father removed his business headquarters to Minneapolis shortly thereafter.

Mr. Shevlin followed his father in control as president of the Shevlin company, the holding company which controls several subsidiary companies that comprise what are spoken of as the Shevlin-Carpenter-Clarke interests. He was considered a business man of unusual ability and gave much personal attention to details of the management of the properties of which he was the head. He confined himself almost wholly to these interests, in a business way, and held few outside positions, except that he was a director of the First National and Security National banks.

Mr. Shevlin leaves an estate of several million dollars. He left insurarea alone aggregating \$1,575,000

He is survived by a widow and one daughter, aged five years, and a son, aged eighteen months.

## Protest Kentucky Rates

Big shippers throughout Kentucky met in Frankfort the last week of the old year to register another protest against the increased tarios of the railroads in Kentucky which became effective January 1. The increase in freight rates ranges from 5 to 100 per cent, affecting all junction points, according to Chairman Lawrence Finn. The meeting of the shippers was in conjunction with a meeting of the state railroad commission. Mr. Finn told the shippers that his commission was not vested with power to suspend the rates, but that he had prepared a bill giving power to the commission to regulate railroads and this proposal would be put before the next Kentucky legislature. The delegates promised to urge their district representatives to support the bill. The shippers then called upon Governor Stanely and requested him to recommend the bill in his message to the legislature.



AON PLATEN NEW PRESIDENT AND PARTOWNER WIDDICOMB PURNITURE. COMPANY, GRAND RAPIDS, MICH.



S. B. ANDERSON, MEMPHIS, TENN., IN-DORSED FOR PRESIDENCY NATIONAL HARDWOOD LUMBER ASSOCIATION



W. B. TOWNSEND, TOWNSEND, TENN., ELECTED FIRST PRESIDENT APPA-LACHIAN LOGGING CONGRESS

Louisville Veneer Mills Adds New Equipment The Louisville Veneer Mills, Louisville, Ky., manusacturer of veneers thin lumber and veneered panel stock, has recently added considerates to Its equipment, and Hardwood Riccord has seemed the photographs and description of these new features, as shown in conjunction with this story.

The new equipment installed includes the latest improved glue spreader and a  $36 \times 84$  hydraulic veneer press, a new double header American crosscut saw and a chain feed circular rip saw.

In commenting on the installation of these machines, the company writes: "We believe in preparedness and are getting ready to promptly care for the good business which is bound to come, and which we believe will be here very soon. In fact, there has been within the past month a very marked improvement.

Referring to the cuts. No. 1 shows the factory of disast and ten-

yard of the company, the veneer and lumber dry kilns appearing in the foreground.

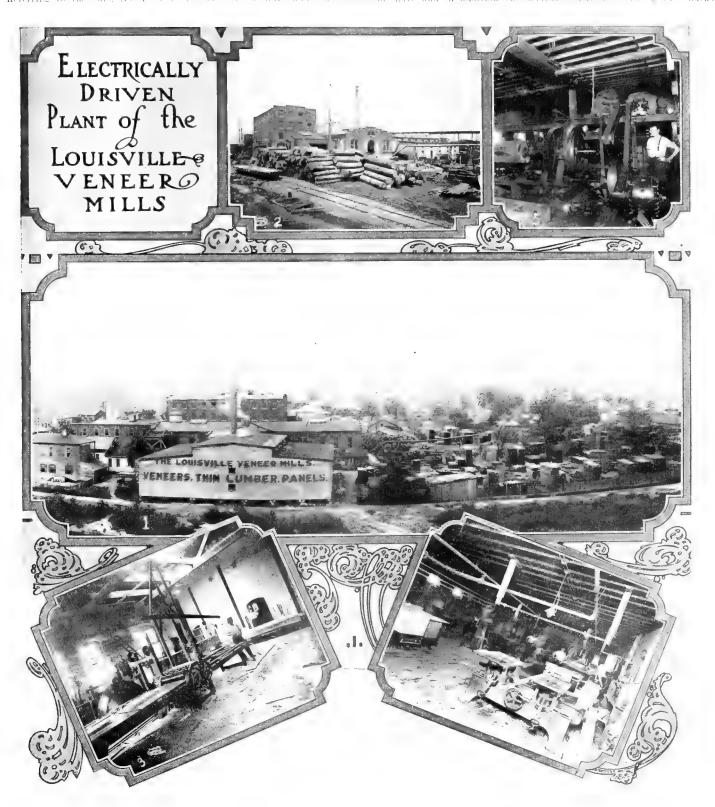
No. 2 pictures a consignment of hardwood logs, also gives a better view of buildings used for the manufacture of glued up tops and panels and rotary cut vencers.

No. 3 is a picture of a 72'' segment vencer saw running at about 600 revolutions per minute. In the tackground is the carriage of a band saw where figured red gum and white oak logs are quartered into flitches.

The machine room for veneered panel stock is shown in illustration

No. 4 This room also contains double header saws, sanders, etc. Each machine has its own motor, as will be noted by the absence of shafting,

A clever solution of a difficult problem in electric driving of machinery is illustrated in No. 5, wherein a 100" rotary vencer cutter required one on drive and in addition two aixlary drive, or which the chucks



#### Building a Credit Policy

to a general discussion of credit policy, telling why it is where the control of thoroughly discussed in the final chapter.

In conclusion the booklet repeats the thought that prompted the original The second secon worth the careful analysis of anybody interested in proper credit.

V. J. HILL

L. L. HAMILTON

## The Hamilton-Hill Veneer Co.

EMPORIA, VA.

**POPLAR** 

SINGLE PLY ROTARY CUT | GUM

PINE

**CYPRESS** 

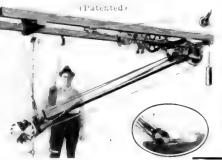
WE FEATURE PROMPT SERVICE

DOOR STOCK A SPECIALLY



## PRACTICAL ROSSER THAT WORKS

J. A. WEBER CO., 1456 Oakwood St., Toledo, O.



One Large User Writes: One Large User Writes:

(1) I want to the Writes of tannels to a large man of tannels to 
STRUTHERS COOPERAGE

### Chester F. Korn Talks on European Conditions

I Keep die te Kingen in de nettig O , large experter of lumber, has fast returned from a tour of the Euro 11. 11 p w the state of the s maximuch as about sixty per cent of the business done by his concern in The late of the first transfer of the first business conditions in Europe, with particular reference to the influence on the lumber export trade. He says there is hardly a limit to the demand for lumber, most of which must be supplied by other countries Transportation presents the most serious problems, and its solution is the key to the expert problem. Frieghts, especially ocean rates, which began ellipting mimediately after the war commenced, are still advancing and now have become almost prohibitive. In every warring country, Mr. Koth says, the consumption of wood in the construction and repair of failreads is enormous and the demand for lumber is equally as great for the manufacture of all kinds of cars and vehicles for transport purposes, munition boxes, and for flooring for houses for the concentration camps. For much of this only common lumber is needed, but for railways, trucks and especially for the aeroplanes, the very best hardwood is essential. and that is where the best market for importers is found. The amount of hardwood lamber used in the construction of aeroplanes is astounding. The shipbuilding industry, being feverishly rushed by all nations at war, is another tremendous point of consumption. Particularly in England, Mr. Korn says, the furniture business is expanding greatly, and the requests for better grades of lumber from these manufacturers is steadily Mr. Korn is of the opinion that it will be several years after the close of tife war before the countries now engaged in strife will be in a position in any way independent of supplies from this country.

## Hardwood News Notes

## —∹ MISCELLANEOUS >——

At Grand Rapids, Mich., the Grand Rapids Casket Company has been

The Baughman Cabinet Company is a new incorporation at Pine Bluff, Ark.

Two large lumber-using organizations are among the enterprises reported during the last two weeks of 1915; Edward Redding, Inc., incorporated at Springfield, Mass., for \$190,000 for a general construction and building business, and the United Last Company at Auburn, Me.; capital \$2,750,000.

The Willson Chair Company of Montoursville, Pa., is reported to be reorganizing.

Darwin B. Kelley of the Cadillac Chair Company and St. Johns Table Company, both of Cadillac, Mich., died recently.

The Gulf City Hardwood Company of Mobile, Ala., has filed notice of dissolution.

The Fullerton-Powell Hardwood Lumber Company of South Bend, Ind., has increased its capital stock to \$110,000.

The Gray Furniture Company of Adrian, Mich., has filed a petition for dissolution and the appointment of a receiver.

An amendment to the charter of the Richmond Woodworking Company of Richmond, Va., has been filed changing the location of the principal office from Richmond, Va., to Chesterfield county, Virginia, the post office address being Richmond.

With \$10,000 capital J. O. Sailee, C. L. Sailee and R. P. Sailee have incorporated the Piggott Handle Company at Piggott, Ark.

The Mason City Millwork Company of Mason City, Iowa, has increased its capital from \$10,000 to \$20,000.

The purchase of the Haskell & Barker Car Company plant, at Michigan City, Ind., has been negotiated by the Potter, Choate & Prentice and the F. B. Keech companies of New York, for leading New York interests. The Haskell & Barker concern for many years has been a large lumber consumer in Indiana and Ohio. It is said the new owners will broaden out the production of the plant.

## \_\_\_\_\_ < CHICAGO >-----

The Chicago Dowel Company, 355 Union Park Court, has just been organized to manufacture dowels.

The R. R. Slayton Mill Company has been incorporated at Chicago with \$50,000 capital.

Ralph May of May Brothers, Memphis, Tenn., was around the city for several days. He and his brother Frank spent the holidays with their families at their old home in Evansville, Ind.

W. E. Heyser of the W. E. Heyser Lumber Company, Cincinnati, O., spent several days of last week in Chicago.

# THE popular Birds Eye Maple Furniture is made from our Bleached Veneers that will not Turn Yellow.

Send for Samples

## BIRDS EYE VENEER COMPANY

Escanaba, Michigan

F. E. Gary of the Crenshaw-Gary Lumber Company, Memphis, Tenn., was in the city on a business trip for a few days the past week.

J. C. Rodahaffer, sales manager for George W. Hartzel, Piqua, O., spent a few profitable days in Chicago during the past week.

Otis A. Felger, president of the Felger-Robbins Company of Havana, Cuba, and the Felger Lumber & Timber Company, Grand Rapids, Mich., made a short business trip to Chicago last week.

C. A. Owen of the John S. Owen Lumber Company, Owen, Wis., was in the city the latter part of last week.

The W. M. Ritter Lumber Company, Columbus, O., has advised the trade that after January 1 the address of its home office will be 115 East Rich street instead of the Harrison building.

M. D. Reader of Boyne City, Mich., has moved to 1501 Fisher building, Chicago.

## ----≺ NEW YORK >----

The New York hardwood trade is much pleased with the announcement that Charles F. Fischer has been named to succeed the late Patrick Moore as a member of the inspection rules committee of the National Hardwood Lumber Association. Mr. Fischer is well qualified for the place and will no doubt perform the duties of the position in a fitting manner. He has long been a member of the inspection committee of the New York Lumber Trade Association.

The Walker Bros. Lumber Company has been incorporated by George and Stewart D. Walker, heretofore trading as George Walker. The concern handles hardwoods and pine at wholesale, with offices in the Marbridge building.

W. F. Harrison, Jr., has been added to the selling force of Milne Brothers Company, wholesaler of hardwoods and North Carolina pine.

The Plunkett-Webster Lumber Company is a new corporation, organized to succeed to the business of the firm of the same name. The business is wholesale, specializing in northern and southern hardwoods. The officers of the corporation are: J. F. Plunkett, president; E. R. Plunkett, secretary, and Ora S. Webster, treasurer.

M. E. Cummings of the M. R. Flooring Company is back from a trip to Canada, where he found conditions greatly improved. Locally everything is satisfactory, and indications point to steady improvement and a big year 1916. The M. R. Company is a Mowbray & Robinson institution, the principal office of these interests being at Cincinnati.

Black & Yates, Inc., the new mahogany concern, the organization of which was noted in previous issues of Hardwood Record, has received its first consignment of Philippine mahogany at the Paterson yards. The first lot is a matter of about 1,000,000 feet, more being on the way. The stock is said to be fine in color, figure and texture, and can be brought here under favorable conditions as to prices, etc. The New York office is at 604 W. 112th street.

Herbert F. Southmayd, a specialist in the hardwood log business, died suddenly at his home in East Orange, December 29. Mr. Southmayd succeeded his father, the late Frederick A. Southmayd, the founder of the business, and known prominently as an expert in the log industry. The firm was known as F. A. Southmayd & Son, and its activities made it known both at home and abroad, the exporting of logs representing an important branch of its business.

## ----≺ BUFFALO **>**--

The new year is one of unusual interest to the local hardwood trade because of developments in local municipal politics. A. W. Kreinheder has entered upon his duties as one of the five new councilmen under the city's commission form of government. I. N. Stewart, long connected with the local hardwood trade as a member of I. N. Stewart & Bro., has been nominated as city treasurer. J. B. Wall has retired as police commissioner, which office has been abolished. He was presented with a gold watch by members of the force and made an honorary police officer.

A banquet was given by the lumbermen to Mr. Kreinheder and Mr. Wall on December 28 at the Iroquois hotel.

A New Year's visit to the veteran lumberman, Maj. John S. Noyes, was made by about twenty lumbermen, and practically all the hardwood yards were represented. Henry I. George was in charge of the arrangements and the major was presented with a fine bouquet of roses. He was much pleased to be again remembered by his friends and former associates.

Anthony Miller finds the hardwood trade not quite up to normal, but is expecting business to improve during the coming year.

The Buffalo Hardwood Lumber Company is moving quite a fair amount of oak, besides some birch and poplar.

Frank T. Sullivan calls business good and says he is going into the lake trade quite extensively next summer, having considerable stock already bought, a good deal of it maple.

The Atlantic Lumber Company is selling oak, maple and chestnut and reports the demand for hardwoods showing a big improvement. Dry stocks of all kinds are scarce.

The Yeager Lumber Company notes a steady, though not rapid, improvement in the hardwood trade. Thick maple and poplar are among the woods moving well, with some thick elm also.

Hugh and R. D. McLean spent New Year's Day at their former home at Thurso, Quebec. The Hugh McLean Lumber Company reports hardwood shipments on a better scale than a year ago.

The yard of Blakeslee, Perrin & Darling is receiving stocks of oak, ash and maple and trade is reported fair at present.

The H. T. Kerr Lumber Company reports a good year in business. For some reason this company became active sooner than most others, and brought down a large amount of hardwood stock, mostly maple, which was sold readily.

The National Lumber Company, which makes a specialty of maple and oak flooring, states that the demand is a good deal heavier than a year ago and stocks at the mills are not large.

T. Sullivan & Co. finds a good demand for brown ash and elm, and not so much delay in purchasing is noticeable at the inventory season this year. F. M. Sullivan was lately confined to the house with an attack of grippe.

## =≺ PHILADELPHIA **>**=

Building work in this city for 1915 exceeded the total for 1914 by more than \$4,000,000. The total for 1915 was \$39,444,125 as compared with \$35,419.605 for the previous year. The figures for 1915 have been exceeded only three times in the history of the Bureau of Building Inspection.

J. B. McFarland, Jr., of the McFarland Lumber Company, and George C. Craig, a son of George F. Craig, are being congratulated on the arrival of babes in their respective families recently.

William R. Taylor, who has been out of active trading for some little time owing to poor health, is back in harness again and has opened an office in the Lincoln building, Broad and S. Penn square.

W. N. Lawton has just returned from a trip to the mills in the South, where he was hustling along shipments.

J. W. Difenderfer, North American building hardwood specialist, has started a new mill at Sylvia, N. C.

The January meeting of the Lumbermen's Exchange was held on January 6 in the Exchange rooms. Dinner was served in Griffith Hall preceding the meeting. Several of the members spoke on the benefits of the exchange and how it can be made more useful.

At the annual banquet of the Sawdust Club, William T. Betts, of C. M. Betts & Co., was elected "baby" member. Fifty-one members and friends attended the affair. The speakers were General J. H. Wilson and Governor Miller of Delaware; Colonel John Gribbel, president of the Union League; and the Hon. J. W. Davis, Washington, D. C. John Riley attended to the duties of toastmaster in fine style.

The annual meeting of the Pennsylvania Lumbermen's Association will be held at the Hotel Walton, this city, January 26-27. The first day will be devoted to election of directors and routine matters. The second day will be given over to reading of papers and debates on subjects of interest. A big banquet will wind up the affair.

## -≺ PITTSBURGH >-

D. L. Zundell, C. D. Anderson and D. N. Crawford, of this city X (4.2).

## ≺ BALTIMORE > - -----

The profession tracks to a Are J. . . . . . state de li " 11: "15: - r+" ; to the gas state of positive transfer and extremely the state of the world to be a state of the Atlantic ports here to an extent that compels the railroads to declare embargoes held at terminals, there being no opportunity to unload them. It follows that shipments of lumber within the territory affected are held back or greatly retarded, and the hardwood men here have lately encountered much trouble in meeting the wants of their customers, especially in New Fig. and tire, the line offsty tiers pers of lumber are gravely concerned ever the situation. As for the for eign business, that is in worse shape than before. At all ports from New Orleans to Philadelphia there is in effect a practical embargo upon lumber destined for London and Liverpool, only Glasgow being open. And no certainty is held out concerning how long the lines will take shipments for Glasgow. Hardwoods are wanted on the other side, but the requirements of the government are such that the food stuffs and other supplies destined for the maintenance of the army and the civil population receive the preference, while the destruction of vessels goes on, so that the tonrange is being steadily reduced. The representatives of the steamship lines here refuse to make contracts for any time this year, to accept shipments or to quote rates. The lumber exporters must take their chances, being catirely at the mercy of the steamship companies, which, in turn, must submit to the necessities of the Admiralty. Even where it is possible to make shipments, the rates are practically prohibitive and the outlook is very discouraging. Buyers on the other side would be will ing to take lumber, but other things being more urgently needed, lumber must accept a back seat, as it were.

From Sutton, W. Va., the sale of the Troga Lumber Company's assets, consisting of n'ill property, timberland and other property, to the Birch Valley Lumber Company is reported. The transaction was completed last week by C. E. Molloghan of Heaters, who also disposed of 1,500 acres of adjoining timberland belonging to himself and others, to the Birch Valley company. The coesideration is said to have been about \$100,000. The holdings of the Tiega company are said to be among the most valuable in the central part of the state, the lands lying on Anthony and Folar Creeks, in Nicholas county. The Birch Valley company has just been incorporated with C. W. Ausler, Clarion, Pa.; J. C. Campbell, Mart V. W. S. Birley Creeks, in M. L. i. Re. S. D. S. W. Va., and Stanley Manners, Scranton, Pa., as the incorporators and officers. The company is to have a capital stock of \$600,000.

At the menthly meeting of the managing committee of the Baltimore Lumber Exchange, held January 3, the subject of dock charges was further discussed, the special committee named to take up the matter with the municipal authorities reporting that it had called on City Comp. troller Thrift, and had an engagement to see him again later in the week. In view of this statement no action was taken, the question going over until the next meeting. The issue was also a matter of consideration at the meeting of the Lumbermen's Club, an organization of wholesalers, January 4. It was the Lumbermen's Club which started the agitation, insisting that all members of the trade shall be treated alike and that a uniform charge of 15 cents per 1,000 feet for every ten days be imposed on lumber piled up on city docks. One result of the agitation has been to cause a more rigid enforcement of some of the regulations, one of these being in regard to the time vessels remain at wharves. A fixed charge per day is now made. The managing committee of the Lumber Exchange elected L. H. Gwaltney secretary, in accordance with the relat ed provision of the by-laws,

Lot Village of the state of the transfer of the state of

I the first the

The car shortage in sections of West Virginia has become so acute that H. B. Curtin of the Pardee & Curtin Lumber Company; S. L. Richard and the district the Leawer I was a company of Leawiek and J. W. Brewster of the Sun Lumber Company came to Baltimore recently as representatives of the Lumbermen's Association of Central West Virginia, to confer with Vice President Thompson of the Baltimore & Ohio railread about the situation. The delegation made strong representations, stating that the lumber trade was being seriously embarrassed by the want of cars. Mr. Thompson promised to do what he could. The visitors stated that the trade in their section was very encouraging, but that the difficulties in the way of transportation tended gravely to impair the

Thomas H Mason, Abingdon, Va., was in Baltimore several days ago in connection with his export business, which, he said, was being restricted by the searcity of vessels and other conditions familiar to the shippers of stocks to Europe. Mr. Mason, who is well known in the trade, called at the works of the Williamson Veneer Company, where he arranged for the purchase of a number of walnut logs too thick to be worked into veneers. These logs are to be shipped to the other side of the Atlantic.

It is reported here that Robert H. Whitmer, formerly of W. Whitmer & Sons, Philadelphia, who resigned on account of illness and took a long vacation, has recovered, and is once more preparing to re-enter the trade. Whether he will again connect himself with W. Whitmer & Sons has not yet been determined. James G. Campbell, who succeeded Mr. Whitmer as the had of the concern, and who was also forced to take a vacation, has likewise recovered and is active once more.

The new big mill erected at Crostmont, N. C., for the Champion Lumber Company, was put in operation last week and is running at the present limit of its capacity. It is turning out large quantities of pine, with considerable hardwoods, and is finding a rendy market for the product. The cost of the plant is put at \$200,000.

## ──≺ COLUMBUS ≻

The building department of Columbus has made a report covering the year 1915 which shows rather active building operations, despite the business depression. The records, however, do not come up with those of 1914. During the year the department issued 2,836 permits having a valuation of 84,928,425 as compared with 2,636 permits and a valuation of \$6,885,065 in 1914. During the month of December, 1915, the department issued 99 permits having a valuation of \$153,040 as compared with 86 permits and a valuation of \$1,005,200.

The H. C. Wasson Lumber Company of Toledo has been incorporated with a capital of \$35,000 to do a general lumber business, by E. B. Mitchell, Norman L. Hanson, Charles F. Chapman, Fred G. Zink and Norman W. Reed.

The capital stock of the Ancherst Lumber Company of Amherst, O., has been increased to \$40,000,

At Marietta, O., the Oak Wood Lumber Company is closing out prepara-

R. W. Horten of the W. M. Ritter Lumber Company reports a good demand for bardwoods. Prices are firm all along the line and prospects for the future are good. Most of the orders are for immediate delivery. The company has moved its offices from the Harrison building to the Peruna building at Third and Rich streets. The new offices are much larger and better arranged for the firm's business.

J. A. Ford of the Imperial Lumber Company reports a better run of orders for hardwoods, with prices tending to advance all along the line.

Hardwood concerns in Columbus and central Ohio are looking forward to a rather active building year in 1916. Many new building projects are being looked after and a few contracts have already been awarded. It is a rived that 1946 will show up better than the year 1915.

## 

The Booth Bumper Company, 1714 N. Twelfth street, was incorporated recently by W. S. Booth and others. The authorized capital stock is \$10,000. The company manufacturers auto bumpers after a patent se-

# THINK

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## H. H. HITT LUMBER COMPANY

Manufacturers of

"TENNESSEE VALLEY HARDWOODS"

Hardwood Lumber



Hardwood Flooring

## DECATUR, ALABAMA

OAK
POPLAR
BAY POPLAR
S. L. YELLOW PINE
RED & SAP GUM
WHITE ASH
HICKORY

BAND MILLS
PLANING MILLS
DRY KILNS
SPECIALTIES
QUARTER SAWN
WHITE OAK &
OAK FLOORING

We have at present a well assorted stock of

15,000,000 Feet of Fine Quartered White Oak, Plain White and Red Oak, Poplar, Ash, Tupelo and Sap Gum

Send Us Your Inquiries

"OAK FLOORING SPECIALISTS"

Eastern Representative, W. F. BIXBY, Jamestown, N. Y.

Having stood the rigid test of time at I been pronounced ideal.

## Perkins Vegetable Glue

now gains still further distraction by being pro-neunced by United States District Court "meritori-District Court "meritorious and valuable, and a distinct advance in the art."

The Perkins patents were sustained in a decision by the court.

The Perkins Glue Company is the only company that has made of vegetable glue a perfect prod-

J. M. S. Building

## Competition Stimulates Quality

A buyer's market invariably results in quality competition in manufactured goods - for obvious reasons. Quality competition without added quality to back it is disastrousrequiring more rigid guarantee of goods it means that the man not able to improve his product here and there to approach perfection is merely betting with himself on whether he will or will not have to make good on stock which, to get the order, he guaranteed,

## Perkins Vegetable Veneer Glue In All Panel Work

allows you to make any reasonable guarantee with impunity. It does away entirely with blistered work, and can be shipped to any climate without fear -thus vastly increasing the sales field.

## Perkins Vegetable Glue

is guaranteed to be uniform, requires no hot, obnoxious glue room, will not sour, costs 20 per cent less than hide glue.

Use Perkins Glue and make your guarantee safe for you

## PERKINS GLUE COMPANY SOUTH BEND, IND.

Originators and Patentees

cured on Ms ent shows. Mr Beets who we serior's at the head of the Book of the control of the with the country to be withdraw sorter remains agree to a contract the term to the new project

The Sort r Bethought the asymptometric todat of its annual in there were the discretizence on, but is running right along. Conditions are much better with this concern than they were a year ago and it is stated that there are plenty of orders ahead to keep the factory busy for some time.

The Gotshall Manufacturing Company reports business generally quite promising, both in hardwood and in cooperage lines. This firm runs a large heading mill which is doing a flourishing business. Mr. Gotshall is looking for a general improvement in the lumber trad- and predicts higher prices in the near future.

The report from the Toledo Bending Company is that the inventory 11. 1. L tion prevailing at this plant. The factory is running full time and has a nice let of orders ahead. The call is largely for carriage and auto rims, the wagon trade being quite modest at present.

## =-≺ CINCINNATI ≻=

The Talbert Zoller Lumber and Veneer Company has arranged for the purchase of practically five acres of ground at the intersection of Springgrove avenue and Chickering street, the purchase price being announced as \$18,250. The company has been occupying the ground for some time and is arranging to give more attention to veneering. Plans are under way for the construction of a second veneer mill. A veneer slicer will be installed

The Cincinnati Car Company has been enjoying great prosperity all fall and winter and, judging from the manner in which the winter business is shaping up, the cold months will see no let up in activity in this car building plant. A substantial order was received last week from the Princeton Power Company, Princeton, W. Va., for interurban cars.

The Kentucky Stave and Heading Company recently was incorporated at Calvin, Ky., in the sum of \$5,000, with E. W. Miracle, J. H. Turpin and W. A. Wilberson productly firm,

Christian Schumacher, aged seventy-seven years, died suddenly at his home on East Third street recently, suffering a stroke of paralysis. For many years he was engaged in the manufacture of furniture and was well known in local lumber circles. He is survived by a widow and four children.

United States District Judge Hollister last week entered an amended order on the application of Receiver H. H. Haines for the New Decatur Burry Control House to Ocas to a supersolar band as of the date of

the equation order. January 19, 1915. The action is in the case of Henry W. Quackenbush against Harry H. Elwood and other creditors of the buggy concern. The entry of this order is for the purpose of clearing up the record in the case, which now is pending in the United States circuit court of appeals on petition of Receiver Haines for a rehearing.

The final meeting of the special stockholders' committee of the rehabilitated Barney & Smith car building plant, Dayton, of which Cincinnati capitalists are heavy shareholders, was held here last week and adjourned sine die. The special committee was formulated to consider plans for the reorganization of this concern and the outcome of its deliberations was the lifting of the receivership. Notices were sent to stockholders who had deposited their shares under the deposit agreement of last February, that the stock would be returned to them upon presentation of their certificate of deposit.

The Ohio Spoke and Bending Company, at Bodkins, Ohio, recently was incorporated in the sum of \$40,000 to manufacture and deal in wheel and vehicle materials. The concern will be an extensive consumer of hickory, elm and ash. The incorporators are: H. E., F. S., Clara, Helen B., and Phillip Sheets.

## =====≺ INDIANAPOLIS >=====

Ora E. Bone of North Manchester, Ind., has sold his interest in the North Manchester Lumber Company to the Kuudson-Murphy Lumber Company of Chicago. M. K. Wells of Gary, Ind., will be in charge of the North Manchester plant.

Word has been received at Andreon, Ind., of the death of James Hugh McIlwraith, fifty-four years old, who with his brother, J. G. McIlwraith of Anderson, own six large box factories. Factories are owned by the two men at Elwood, Ind., Muskegon, Mich., and Newcastle, Pa. They have been extensive manufacturers of wood products for the last twenty

The Advance-Rumely Company formally took over the property of the M. Rumely Company at its home office in Laporte, Ind., last week. The new company will be capitalized at \$26,000,000 and will continue to manufacture grain separators, steam and oil pull tractors and other farm machinery. Finley T. Mount, who served as receiver for the M. Rumely Company before the sale of the property was effected, has been elected president of the reorganized company. The plants at Laporte, Battle Creek, Mich., and Toronto, Canada, will be operated, while the plants at Stillwater and Richmond, Ind., will be sold.

The Caswell-Runyan Company of Huntington, manufacturer of chests,



The taking care of our product after manufacture under 100% perfect warehouse conditions. It gets to you right.

## Importers and Manufacturers

## Mahogany and Cabinet Woods-Sawed and Sliced

Quartered INDIANA White Oak, Red Oak, Figured Red Gum, American Walnut, Etc.

Rotary Cut Stock in Poplar and Gum for Cross Banding, Back Panels, Drawer Bottoms and Panels

## The Evansville Veneer Company

EVANSVILLE, INDIANA

has announced a profit-sharing plan to its 400 employes which became effective the first of the year. Every employe who has been connected with the company for five years received a check for 5 per cent of his annual salary, the scale graduating down to 1 per cent for the men who have been employed only one year. By this means the company expects to distribute annually to its employes about \$10,000 of its earnings.

The plant of the New Albany Lumber Company was damaged by fire to the extent of about \$7,000 last week. The fire is said to have resulted from a short circuit near an electric motor.

The firm of Brendle & Mandel, operating a planing mill at Huntingsburg, Ind., has dissolved partnership. J. L. Parberg, a well-known lumberman in that part of Indiana, has purchased Mr. Mandel's interest.

The Marion Bench and Cabinet Company of Marion, Ind., has increased its capital stock from \$75,000 to \$100,000, \$25,000 of which represents preferred stock.

The Capitol Lumber Company of Indianapolis has announced that it has established its fourth yard at East Tenth street and the tracks of the Indianapolis Union Railway Company. It is one of the largest and most conveniently situated of any of the company's yards.

The Burnett-Lewis Lumber Company has erected a modern office building at its Shelby street yards in Indianapolis.

## =≺ EVANSVILLE >---

The next regular monthly meeting of the Evansville Lumbermen's Club will be held January 11 at the Lottie Hotel. The newly elected officers for 1916 will be installed and several business matters will be disposed of.

J. C. Greer, of the J. C. Greer Lumber Company, has been enjoying some fine bass fishing in Green river, near here, during the past few weeks. He says there is no use for one to go to the Great Lakes for fishing when Green river is so near.

R. H. Humphrey, a well known lumber dealer at Corydon, Ind., recently received several large orders for lumber, aggregating about one million feet, and he is now arranging for sawmills in and around Corydon to cut this lumber so that he may fill his orders promptly.

An addition to cost in the neighborhood of \$40,000 will be built early this year by the Bockstege Furniture Company in this city. The addition will be three stories high and 75x200 feet in dimensions.

Quite a number of lumberman from Evansville will attend the annual convention of the Indiana Hardwood Lumbermen's Association at the Claypool Hotel, Indianapolis, on January 20. Friends of Daniel Wertz have started a boom for him for the presidency of the association and thus far his name is the only one mentioned for the honor. He is now serving his third term as president of the Evansville Lumbermen's Club.

The Evansville Veneer Company reports that the New Year has started in all right and it expects to do a large volume of business during 1916.

Trade with the Indiana Tie Company, with headquarters at Evansville, has been on the upward grade for some time. During the past three months the company did more business than during all of the previous three years. It has received orders for ties from many parts of the United States and many railroads are now starting on a campaign of improvement. Manager Robert Williams thinks this is a healthy sign.

Francis J. Reitz, president of John A. Reitz & Sons, says everything points to a good business year in 1916.

The furniture, chair and veneer factories at Jasper, Tell City and Huntingburg, Ind., are now being operated on fairly good time and the business outlook for the year is good.

Two plants with tractors as their products will open in Evansville within a short time, according to announcement just made. The Hercules Buggy Company has purchased a tract of land, 900 feet by 378 feet, upon which a plant will be erected in the spring to manufacture farm tractors. The Vulcan Plow Company is now building an addition and will start to manufacture a tractor power lift plow.

Frank M. Cutsinger, the well-known hardwood lumber manufacturer, reports the trade outlook for 1916 fine, and looks for many of the manufacturers in this section to break all previous records.

A. F. Karges, president of the Karges Furniture Company and head of the Mercantile bank, in speaking of the trade outlook recently, said: "With big crops and war orders business will gradually improve. Business is mighty good in the East just now and I look for the improvement to move West and South."

Local hardwood lumber manufacturers report that they are still getting all the logs they want and that the prices are fairly reasonable. Basket and crate factories as well as box factories are now being operated on fairly good time.

The Ohio river, which has been rising rapidly for the past week or ten days, came to a stand here at about 41 feet. Little or no damage resulted to the milling interests in the immediate vicinity from the high water. Green river, which empties into the Ohio river nine miles above here, was also on a rampage and spread out over the lowlands and several sawmills and stave mills were submerged by the high water. Thousands of logs in rafts and many ties were in danger of being carried away by the flood waters. The Wabash and White rivers were also out of their banks and farmers report the loss of some corn. This is the second flood in this section in less than a month, the first flood having reached a stage of 41.1 feet.

# FIGURED GUM

## SLICED SMOOTH

The figured logs are manufactactured in our own sawmill, allowing us alsolute treedom in selecting for figure



## Nickey Brothers, Inc. **MEMPHIS**

"NONE BETTER"



## ----<- MEMPHIS >=--

The Section there I independent which was recently organized the visit and principle of kind Maron of a perfected organization by the with the A. Smith as provident and the All Circliers as constant adult to a second The firm tall a read offices in the Exchange building don't have constituted by a specific have expansional express, colors at a colda conditional whoesale transcribe and authorn hard wood. If the Mr. Smit, and Mr. Careffers have one connected with the boost Scitterin Ferrer Comp. is, at Beganna, Lie, and bring to their

tow enterprise towards experience in the lumber business.

For Point A. Sheift Color by with headquatters at Memphis, tiss only ted a new mild next Hocka Miss. This fath recently purchased 1.380 or sof hi kery timb ; son the Perguson Palmer Lumber Comparty to \$10 at a like original tank on prepared to convert this timber into a der tor a demole e spen, and other parts. As soon as the to a concernor defens the hand the latter will revert to the Lette a feeter lumber tempany from which the timber rights were Adequate transportation facilities have been arranged and it is estime oid that tully sixty men will be implied in turning out nutomobile funder, c at the new plant.

It is throunced that the big in the of Houston Bross, near Vicksburg, Miss of preparing to positio operations on full time in the near future, It is also stated that a number of smarler mills in both Mississippi and Louisiana are either preparing to resume or have recently started up their reachaners as a result of the decided improvement in demand and the more profitable prices obtainable for southern hardwoods. All of the smaller mills are finding an exceptionally good demand for their output, in striking contrast with conditions which obtained during the greater performed the past year when they were unable to find anybody who was waling to finance their operations. The amount of lumber produced during the past few mentles of these smaller mills has been comparatively small and the fact that so many of these have been closed down is largely responsible for the shortage of offerings of southern hard-Words.

The box plant and hardwood mills of the Anderson Tully Company at Vicksburg are both operating on full time. In fact, the box plant in being run both day and night as the company has some large orders which are being filled from that point. The headquarters of the Anderson Tully Company are at Memphis, but it has operated these plants at Vicksburg for a number of years.

R. F. Darrah of the Darrah Lumber Company, Meridian, Miss., has purchased the sawmill, planing mill and stock of lumber belonging to the J. L. Hart Company of Lauderdale, Miss. The latter still has another mill and it also operates other yards. In future it will devote its attention to its remaining yards

The D. K. Jeffries Lumber Company is preparing for immediate resumption of operation at its plant near Natchez, Miss. It has recently been sending large quantities of lumber North in barges and has greatly reduced its surplus. The company not only proposes to resume, but also to increase, its capacity from 60,000 to 100,000 feet per day.

## ─< NASHVILLE >==

The Edgefield & Nashville Lumber Manufacturing Company, with authorized capital stock of \$100,000, has been incorporated by A. B. Ransom, W. W. Hayes, Martin Reberts, Jr., H. A. Pride and M. M. Ransom. A. B. Ransom, who is president of John B. Ransom & Co., is at the head of the company. The members of the new company recently took over the Edgefield & Nashville Manufacturing Company, which has been one of the largest manufacturers of interior finish and furniture in the South, and has been operating the plant. This business will be continued by the new company. The reorganized company will put forth efforts to greatly expand the business.

President C. E. Hunt of the Nashville Lumbermen's Club in a recent interview predicts great prosperity for the hardwood lumber industry in 1916. Mr. Hunt calls attention to the limited supplies of dry stock, and says it looks as though a lumber famine is not an improbability in the early months of 1916.

The Tennessee Extract Company is a new company that has just been organized in Nashville, with capital stock of \$100,000. It will manufacture extract to be used by large tanners in Michigan, and will consume an immense amount of chestnut lumber. The company paid \$22,000 cash for a site of twenty acres in the suburbs of the city on terminals, and also made a contract for buildings to be erected at once to cost \$40,000. The company expects to have the plant in operation in less than ninety

## --< BRISTOL **>**---

The Pennsylvania Lumber Company has just purchased an area of 7,000 acres of hardwood timber near Brevard, N. C., from E. H. Jennings. The company is proteining to install make to develop the property, beginning as early as possible.

W. S. Whiting of the Whiting company was here last week. He went to Elizabethton, Tenn., where he is doubling the capacity of his flooring plant. He expects to get his new band mill at Foscoe, N. C., in operation by March 1, or earlier. The new mill will have a daily capacity of 80,000

Unusual industrial activity in this territory has stimulated the demand locally for lumber. New industries are being started almost every week at Kingsport, a new boom town south of Bristol, where just now there is unusual building activity.

H. S. Dixon of the John T. Dixon Lumber Company, Elizabethton, Tenn., was a recent visitor in Bristol. He says that indications point to more rapid improvement in the lumber trade.

Congressman Sam R. Sells of the Sells Lumber and Manufacturing Company, Johnson City, before returning to Washington this week stated that he believed that the lumber business would improve more rapidly within the next few months than it has in several years.

## ==≺ LOUISVILLE >=

J. C. Wickliffe, secretary of the C. C. Mengel & Bro. Company, Louisville, is home after a long stay on the other side of the ocean. He went to England last May and did not return until December 24. The date was propitious, however, for that was Christmas eve, and Santa Claus was permitted to arrive on schedule. Mr. Wickliffe looked after the interests of the big mahogany company both in England and on the Continent, making the trip across the channel several times. Though he did not succeed in staging a combat with a submarine, he accumulated a fine stock of war stories. The Mengel company is very busy just now, and regards the mahogany situation as promising. It has purchased two boats to handle its logs from Central America and Africa, and is considering enlarging its dimension mill, on account of the big demand for mahogany lumber cut to size.

The Churchill-Milton Lumber Company has recently acquired a big operation at Glendora, Miss., on the Yazoo & Mississippi Valley, and is now running a mill at that point. A large amount of timber has been acquired, and four logging crews are now at work. John Sampson, who has been with the concern for some time, is in charge of the mill, and Hughes Moore, who is well known in the local lumber field, is cashier. John Sullivan, who for a long time was connected with the Momphis trade, is now connected with the company's selling organization. The new mill is cutting a full line of hardwoods, including plain and quartered oak, and will give the company an excellent stock.

The Boyd-Mehler Lumber Company of Louisville has changed its name to accord with the retirement from the concern of Ed Mehler, the company now being conducted by R. E. Boyd personally. The new style is the Boyd Hardwood Lumber Company. The old offices in the Lincoln building have been retained.

H. A. McCowen of H. A. McCowen & Co., Louisville, who is president of the American Walnut Association, said recently that a meeting of the association will probably be held in Chicago this month. The furniture shows will be on then, and the walnut men, who have succeeded in putting their commodity back on the map in the furniture trade, want to look over the new samples which are made up in walnut.

R. F. Smith, who with his brother, Clyde, is running the Southern Star Lumber Company at McKenzie, Tenn., was in Louisville recently and attended a meeting of the Louisville Hardwood Club. Mr. Smith has been successful, and is doing a business of considerable volume, taking the cuts of a good many small mills in that section. As former manager of the Ohio River Sawmill Company in Louisville Mr. Smith was a popular member of the club.

The Louisville Veneers Mills is now running in all departments, and the scene of activity about the big plant is what is called in the South "a sight for sore eyes." The veneer and panel departments have good orders booked, and while D. E. Kline, head of the concern, is conservative about making predictions, he believes that the first six months of this year will be good.

Will McLean, head of the Wood-Mosaic Company, who has been the "official optimist" in the local hardwood market for many months, is now able to point to the greatly improved conditions which have developed and say, "I told you so." He believes that 1916 will be a banner year. Demand for lumber, flooring and veneers, the company's specialties, is good, and all the departments of the plants, both at New Albany, Ind., and Highland Park, are running. Mr. McLean recently made a hit with members of the Louisville Board of Trade by offering to furnish without charge material for reflooring Exchange Hall, which has been needing attention for some time. Whether for this reason or some other, he was promptly nominated for director, the annual meeting to be held in the near future.

The Glasgow, Ky., Flooring Company has filed articles of incorporation. It has \$10,000\$ capital stock,

Rufe Ashurst, Somerset, Ky., is in the market for materials for a logging railroad, including rails, a locomotive with a 36-inch gauge car, hoist, cable, etc.

The Louisville & Nashville has announced a reconsignment charge of \$5 a car on lumber, effective January 18. Lumbermen wanted the reconsignment feature restored, but were opposed to a charge of that magnitude being made for the service.

## -----≺ ST. LOUIS >----

Value of new buildings and alterations and repairs for December was \$637,977 against an estimated value of \$378,791 for December, 1914, a gain December, 1915, of \$259,186. The number of permits issued during

## Kentucky Oak

results in

## Satisfied Artisans

meaning

## Money Saved

I TS growing conditions ENFORCE an unvarying uniformity of color and grain. Its texture has a silky softness that delights and contents your workers.

I TS beautiful, clean boles make possible unusual widths and lengths in which we specialize.

The following values,

## All Kentucky Stock Should Attract You

4 cars 4 4 S. Wormy Oak 5 cars 1x6 16 Oak Fencing 25 cars 4 4 No. 1 Com. Pl. Red Oak 4 bars 4 4 No. 1 Com. Pl. White Oak

3 cars 5 4 No. 1 Com. & Bet. Pl. Red Oak 2 cars 4 4 1st & 2d Qtd. White Oak

2 cars 4'4 No. 1 Com. Qtd White

3 cars 1 1 No 3 Com. Poplar, 3 cars 4/4 No. 2 A Com. Poplar 3 cars 4/4 No. 1 Com. Poplar 1 car 4 1811 in and up Agricultural Poplar

1 car 4 lvl1 in and up Agricultural Poplar
11 cars 14 No 2 Com. & Bet. Sound Wormy Chestnut
10 cars 44 No 1 Com. & Bet. Chestnut
1 car 44 Log Run Buckeye

## E. R. SPOTSWOOD AND SON

LEXINGTON, KENTUCKY

# We are back on the job with a fine new mill

With over 80,000 acres of the best Hardwood and Hemlock timber in the and Saw Mill capacity of 40,000,000 feet of lumber a year, we are in a position to furnish you with Lumber, Lath, Shingles, Posts and Poles in small and large quantities for many years to come. Send us your inquiries.



Try some brand new lumber from a brand new plant run by Modern Old Timers

## Stack Lumber Company

Masonville, Michigan

# F.M. Cutsinger

Manufacturer of .:.

## ALL KINDS OF BAND SAWN Hardwood Lumber

My Specialty is High Grade Quartered White and Red Oak

> Can furnish any hardwoods in either straight or mixed car lots.

## **EVANSVILLE, INDIANA**



Have the seen any better Walker logs than there?

THEY all grew right in Indiana where hardwoods have always held the choicest farm lands. The best growth of timber as well as the best yield of wheat comes from good soil. The soundness of the log-ends shows that they fed on the fat of the land. My

> Indiana Oak comes from the same soil

CHAS. H. BARNABY

Greencastle, Indiana

December, 1915, was 476 compared with tos in December, 1914, a gain

There's for 1915 receipts of his for in St. Louis, as reported by the Merchant | 1 vet the were 19 167 ear of lumber non-coast 14,508 cars of lumber reacted in December 1914 a gain of 1900 cars. Shipments were 11 714 car is spirred with 9 26% cars during Theenter, 1914, a gain of 2,149 (3.3)

December 2 the directors of the new Lumbermen's Exchange met and

checked the fellowing officers of the exchange for the ensuing year:

Proceedings to a right W. Funck president of the Funck Lumber Company,
American to a right Triver of Cortic M. Jennings, president of the
Berthold A. Jennings Functor of proceedings, the Cortic M. Jennings, president of the
Shellowing Corticle V. Pler, for an excretary of the Lumbermen's Club,
which went out of existence with the organization of the new exchange.

The four directors of the exchange will be

Division V. George W. Lunck representing the retail lumber yards.

Division B. Charles E. Thomas representing the hardwood dealers
ad a stable turers, whole ale and retail.

Division C. Curtis M. Jenning, representing the vellow pine manufactrees and whole stars.

Division D. Huns Wachsmuth, representing the commission men.

The parameter headquarters of the new exchange will be on the twelfth floor of the Syndiente Trust building, Tenth and Olive streets.

Walter D. Dodd, former secretary of the Lumbermen's Exchange, has resigned and has accepted a position with the C. A. Antrim Lumber Company.

A deal involving about \$200,000 was recently closed, whereby Russell E. Gardner, the well-known St. Louis automobile manufacturer, sold to the Lansing Wheelbarrow Company of Lansing, Mich , about 8,000 acres of virgin hardwood timberland in Crittenden county, Arkansas. The tract is near Bruin, Ark., about forty miles west of Memphis. The exact price and acreage will not be known until a survey of the tract has been completed. It is understood that the Lansing Wheelbarrow Company will begin cutting at once. The timber first will be sent to Parkin, Ark., where there is a branch mill of the company, and later shipped to Lansing, where it will be worked into wheelbarrows and other implements,

## =-≺ ARKANSAS **>**=

The Kansas City Hardwood Flooring Company of Little Rock has recently closed a deal for the purchase of 2,200 acres of virgin hardwood timberland four miles west of Little Rock on the Chicago, Rock Island & Pacific Railroad. A big mill is to be built on the siding of the Rock Island main line west at a point about three miles west of the city. The Kansas City Hardwood Flooring Company will then build a spur track from that point into the timber districts for use in hauling the logs to the mill. Altogether about one hundred and fifty men will be employed by the company at the mill and in the woods. Operations are to begin at once, and it is expected to have the mill in operation within sixty days.

The lumber industry in all its phases has been on the improvement in Arkansas during the past sixty or ninety days. The demand is increasing, and the prices are steadily advancing. It is believed that the highest point has not yet been reached, and that for some time lumbermen may expect a market for their products from which a real profit may be made. One of the greatest handicaps encountered today is the car shortage, of which complaints are to be heard on all sides. This condition, however, only makes the demand stronger, and consequently holds prices at a better level.

The Dierks Lumber & Coal Company of Kansas City is planning to erect a large sawmill at Dierks, Ark., where the company has a large tract of virgin timber, both pine and hardwoods. The new mill plant will cost about \$250,000 and will be completed as fast as the work can be done. The work on actual construction is to begin about February The new plant will be situated at the eastern terminus of the DeQueen & Eastern railroad, about thirty miles from DeQueen, in the heart of the thousands of acres of timberlands owned by the company.

The Dierks company formerly operated a plant at DeQueen, which included a pine sawmill, hardwood sawmill and a planing mill. This plant was burned down in 1909, and has never been rebuilt. According to the present plans, however, the new plant will be larger and more up to date than the one which was destroyed by fire.

## ==< MILWAUKEE >=

The Kenneth W. Jacobs Company, well-known cooperage concern of Milwaukee, has been incorporated with a capital stock of \$50,000 by Kenneth W. Jacobs, R. M. Jacobs and B. E. Jacobs.

The Wisconsin Incubator Company of Racine, Wis., has been incorporated with a capital stock of \$50,000 by T. J. Collier, T. A. Fagan and Martin F. Knobloch.

The large sawmill of the Crocker Chair Company at Antigo, Wis., has been placed in operation for a six months' run. The sawmill of the Faust Lumber Company of Antigo will be started about the middle of January.

The receivers of the Paine Lumber Company of Oshkosh, upon petition, have been given until February 1 to furnish an inventory on conditions at the Paine plant. The receivers will continue to operate the plant.

When the sawmill of the Kaiser Lumber Company of Eau Claire, Wis., closed down for repairs recently, it is claimed that it established a new state record for continuous operation. This is the first time that the plant has been closed, except on holidays, and the first time that repairs were necessary for twenty-one months and ten days. Work will be resumed early this month.

T. Koba and I. Saito, the two Japanese lumber experts who are visiting this country, investigating the lumber industry, were in Milwaukee recently. Mr. Koba and Mr. Saito expected to visit many of the leading sawmills of Wisconsin.

The sawmill and planing mill of the Stolle Lumber Company at Tripoli, near Merrill, Wis., were destroyed by fire recently. The origin of the blaze is unknown. About 100 men are thrown out of employment.

Edward Prein and his brother, Joseph Prein, are erecting a plant at Chelsea, Wis., for the manufacture of butter tubs and similar lines. The building will be 40x60 feet in dimensions and will be equipped with modern machinery.

The Flambeau River Lumber Company recently purchased from Melvin Nye, president of the Nye, Lusk & Hudson Company of Thorp, Wis., the logging railroad, running northeast from Crane, a distance of about nine miles. Considerable valuable timber acreage was included in the deal.

The bids of the J. S. Stearns Lumber Company of Ashland and the Bell Lumber Company of Minneapolis were accepted at the council of the Indians of the Odanah reservation, held recently to consider the awarding of contracts for cutting timber on the reservation. The Stearns company submitted two bids, one on the cedar and the other on the timber in its entirety. The Bell company offered a bid on the cedar. It was voted to accept the Stearns bid on all the timber exclusive of the cedar and the Bell people's bid on the cedar.

The John Schroeder Lumber Company of Milwaukee is making various improvements to its planing mill at Ashland. An addition, 24x80 feet in dimensions, is being erected and considerable new equipment will be installed in the plant. The working force at the mill will be increased.

More than 600 abstracts were required for the transfer of the Paine Lumber Company timberlands in Langlade county to the Foster-Latimer company. The abstracts conveyed 52,000 acres, about one-tenth of the area of the county. The value of the timber on the land is estimated to be about \$750,000.

The Wachsmuth Lumber Company of Bayfield, Wis., expects to log about 16,000,000 feet of lumber this winter. The company will employ about 350 men at its camps on the peninsula.

The Cook & Brown Lime Company of Oshkosh, Wis., has purchased the Radford Brothers & Company sawmill site in that city and has removed the mill for the purpose of establishing a brick manufacturing plant and yards on the property. The removal of the Radford sawmill marks the passing of one of the old lumber landmarks of Oshkosh.

The Langlade Lumber Company of Milwaukee has just been incorporated with a capital stock of \$1,200,000 by William C. Quarles, John A. Dietrich and Julian Olds of Milwaukee. According to Mr. Quarles, the 52,000 acres of timberland in Langlade county, formerly owned by the Paine Lumber Company of Oshkosh, will be opened at once, although all the plans of the new company have not been announced as yet.

The sawmill of the Willow River Lumber Company at Hayward, Wis., which has been closed for several months, will be placed in operation soon and will start on the hardwood cut. The Mortenson Lumber Company of Wausau has placed its sawmill in operation on a day and night shift. The company has logs enough on hand to keep the plant in operation for at least eleven months. The sawmill of the Kingsbury & Henshaw Company at Antigo has been placed in operation. The company recently purchased a large tract of timberland from the Union Lime Company.

## The Hardwood Market

## **----≺** CHICAGO **>**---

Factory and yard inventories have revealed a marked raggedness of stocks which must be filled to take care of the necessary demands which are growing constantly. Local lumbermen went through December with very little ill effects from inventories, as both factories and yards showed a continued disposition to take on a reasonable amount of lumber while buying was still comparatively good. It is expected there will be a slight easing during January, although local reports from the furniture shows give assurance that the hesitation will be nominal. There is nothing in the immediate prospect to mar the outlook for excellent trade throughout 1916.

## ----≺ NEW YORK **>**=

The local hardwood market has evidently emerged from the dark days, and views the future with more optimism than at any time in the last several years. The year just closed was one of unusual experiences but may be summed up as generally a bad year. Strange to say, the volume of lumber dealt in was not so far below better years, but there was so much lumber obtainable at such low prices that the margin was cut so that trading became frequently a matter of swapping dollars. The future promises a change and unless something now unforeseen comes up the

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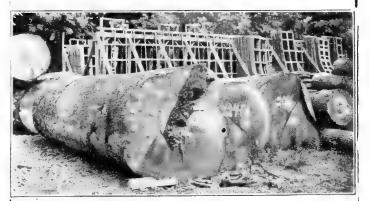
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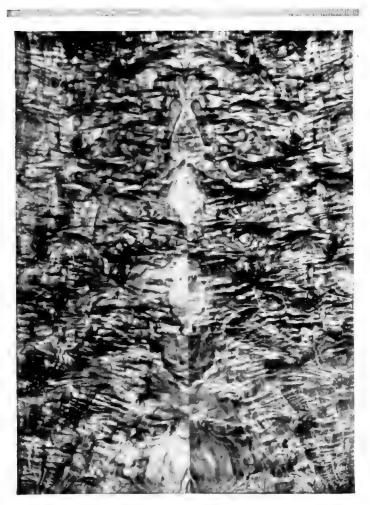
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ST. LOUIS, MO.

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tiefw. I trade should have no producer. Dust he with market is on an

que l'interes and tradegra et reside enditions a ways satisfactory. Productivally all hardwood flow advisored in presented dry stocks are said to be correct Asherte that and paper toxe town the lead in advalue in price with pain cak getting freez all the time trad - - b t fally supposed and its wants are sure to keep the whole sab in that notice for a leng time

## → BUFFALO >

The Lordwood trade has of read the year well and indications point to a sensor period than in 1915. Thy attribe are hardly completed as yet and sale with are first beginning to put around to call upon their customers .. and the the tene of the acrost is strong and various industries using far live to the connect then for a going time. Prices on most woods are up central to a frem. last uniter.

Tready and a running largely to oil, maple and ash and good dry stocks are not of a course. The yard have seen getting in some additions to their top a relative and it now in pretty good hape to fill orders. Thick stock in a number of different woods is in active demand and supplies are not be again to de med. The thorness trade is quite good and prices are at a make a second to a conditional to after to get mople flooring from the mills prospers, a host exploitly have reclinge etechs.

## ----≺ PHILADELPHIA **>**=

The laster market continue strong with prices going upward. the hardwoods are in fine shape. Plain and quartered oak, ash, basswood, birch, maple, beech, gum, cherry, walnut, chestnut, and poplar are in demand in about the order named. The call for chestnut ties, poles and posts is exceedingly heavy also, while wainut for gunstocks is rare. Spruce stocks are broken badly, hemlock is growing stronger every week, and cypress is active in all grades. At this time of the year most of the retail yards are supposed to be taking stock but most firms are too busy to do anything along that line just now. Despite the fact that all the leading yards are buying heavily, stocks are below normal for even busy times. In fact so great is the flow of business that most of the lumber never gets to the yard at all, as it is sold before the mill ships the lumber. Cars, boats and barges are scarce and the only wet blanket on the lumber business just now is due to the difficulty of getting hold of enough to supply old customers. Railroads, shipyards, furniture factories and big corporations are in the market and buying steadily, building work keeps moving actively, while general business is fine. Collections are also reported as better. Taking the situation as a whole it is no wonder a wave of hope is spreading over the local hardwood colony when prospects for the year is the subject of discussion.

## *=*≺ *PITTSBURGH* ≻=

Hardwood firms are starting the new year with more confidence than for a long time. Everything seems to indicate that business will come right along. The industrial situation in this district is better than it has been for several years. This means that a large amount of hardwood will be used for construction and repair purposes as well as for current needs in manufacturing. Railroad requisitions are coming in much more frequently and are of larger volume. The tendency of prices is upward, Concerns which raised hardwood lists \$2.00 per M December 1 have not had to retrench their quotations on anything except birch. Oak and maple are very firm and ash, gum, cottonwood and walnut are badly wanted for export purposes. Yard trade is quiet just now but there is every indication that it will break loose in good shape before February 1.

## =**≺** BOSTON **>**=

The closing of the year instead of being marked by a great reduction in buying was noticeably active. On account of the extreme delays and lack of certainty in deliveries by the railroads, a serious situation is faced by many who had low stocks. The New Haven railroad exceeded all December business records, up to the time of being crippled by the two severe storms, and this transportation difficulty, coupled with a great increase in demand for manufactured goods, is having the result of almost unduly stimulating hardwood purchases at the present mid-winter season. The effect on market quotations is manifested in a firm or increasing value of nearly every item of stock.

## =**≺** BALTIMORE **>**=

The past fortnight has been one of decided quiet in the lumber trade here, manufacturers as well as the dealers baving found much aside from the ordinary activities to occupy their attention. There were the details incidental to the close of the year to be disposed of, while mills were shut down because it would have been useless to make an attempt at continuing operations. The mill owners would have liked to keep running, for the stocks available are not large, and even the manufacturers are on the lookout to pick up lots here and there to supplement the supplies which they have to dispose of, for the inquiry keeps up, with the available assortments of seasoned lumber by no means adequate to the wants of the trade. Thus, while the holidays brought a season of quiet, they merely served to hold in abeyance for the time the demand for hardwoods, which began to reassert itself as soon as the members of the trade got back to the general run of duties. The trend in values is upward, gains being noted in various directions, with poplar, among other woods, rather scarce. A decided change has come over the situation and now the producers do not seem to have enough to meet the wants of the buyers, with the result that the quotations have been marked up. The calls for oak and other woods in general use are also of gratifying frequency, and the demand continues to expand. Among retarding factors are the difficulties of making shipments to foreign countries and the freight embargo at home, which again is at least in large part due to the check upon the export movement. The outlook, notwithstanding all the drawbacks, is very promising, and the hardwood men here feel greatly encouraged over the future.

## **=-≺** COLUMBUS **>**=

The hardwood trade in Columbus and central Ohio territory has been rather quiet during the holiday season. Dealers did no buying until after they had completed their inventories, which showed that stocks are not large. As a result trade has been active since the first of the year and future prospects are bright. Buying on the part of the retail trade is one of the best features. Concerns making furniture and vehicles are buying more liberally. Box factories are in the market and the feeling in manufacturing circles is better.

The car shortage is interfering with shipments to a certain extent. The shortage is the most pronounced on southern roads, which are the source of most hardwoods. Most of the orders booked are for immediate delivery, as jobbers are loath to book orders for deferred shipment. Dealers are predicting a rather active building season in 1916.

The tendency of the price list is upward all along the line and no cutting of consequence is reported. Plain oak is firm, as is also quartered oak. Chestnut is one of the strongest points in the market, with sound wormy especially firm. Ash is in steady demand and basswood is moving well. Poplar is stronger and the higher grades especially are selling well. Other hardwoods are unchanged.

## —≺ CINCINNATI ≻=

Despite the fact that the year just closed began under possibly the worst possible circumstances and devoid absolutely of indications of returning prosperity throughout the fall months and into the early winter, business picked up steadily in this section. With building operations going on a scale greater than in the history of the Queen City, the lumber business was bound to follow in the wake. The year just closed was the greatest on record in the building commissioner's office and it was the last four months of the year which turned the tide from a lean year to a record breaker. Already there has been noted a tendency toward a rising market. The first real indication of higher prices after the first of the year came from the furniture manufacturers, who some months ago announced that the public could confidently expect a material rise in the price of furniture after the first of the year, because of the fact that a decided gain in the price of lumber was sure to come. Yellow pine has been advancing steadily and the entire hardwood list is affected more or less by the doings of the yellow pine people. The tremendous activity shown in the last few months of the year by the railroads, whose requirements last fall ran into many millions of feet, yellow pine being particularly favored, was probably one of the most notable features of the sudden rise in the lumber market.

The first week of the new year witnessed an unusually well maintained demand from the retail yards and planing mills. This end of the business is wont to suffer considerable of a slump immediately after the new year, but this season the business apparently is to be had and the yards are having little difficulty moving their stocks. The planing mills for the most part are still working on late fall business, enough of which seems to be on hand to keep them fairly active until the real spring trade begins. There still is an excellent request from the makers of doors, sash and blinds, this end of the business also being kept alive by the business which developed late in the fall, owing to the big building projects which did not get under way until November and December. There is an increased call from the furniture factories, their consumption of oak and gum being considerably in excess of their normal call at the first of the year. The specialty manufacturer is showing more activity than is usual in his case early in January. Undoubtedly considerable of this early buying is due to the effort of many consumers to lay in a good supply of stock before that long expected rise in price materializes. The vehicle factories show improvement in their request, and inquiries from this direction indicate a banner spring in the manufacture of carriages. The implement manufacturer is a heavy consumer now. The automobile trade continues to draw heavily upon stocks and inasmuch as these plants are piled high with war orders for future delivery, there is every prospect of the year being a good one for the manufacturers of automobiles, especially trucks.

One of the best features of the new year market is the fact that the demand is well distributed throughout the list of hardwoods. Mill stocks, which were quite low all fall and early winter, now are being replenished in an encouraging manner. In a few manufacturing lines wherein hardwood is used to a considerable extent, aside from the lines mentioned above, according to authentic information, the production of manufactured articles has not been in the volume the general good weather and

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**CHICAGO** 

To cate the pasts of better that is seen at to justify. Lumbermen, however have been busined in the seet, incomes as marry all the lumber on the first and world the light of property and their products are very list.

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## ---- TOLEDO >=

I do nil other lumber dealer, the bardwood men are anticipating a big year. The general lumber situation has shown remarkable improvement within the next few menths and the promise of the future is golden. The hardwood outlook in sympathy is much better than it has been for a long time. Hardwood prices have not changed unterfally, but everything looks toward added strength and the call for materials is much stronger than it has been. Onk is in good demand generally and there has been an extra heavy call recently for piling and planks for dock building. Mixed hardwoods, including ash, elm and red gum, are all in good demand and red gum is showing a price betterment ranging from \$3 to \$5 according to the grade and kind.

The increase in building in Toledo for the year 1915 over that of the preceding year amounted to \$1.478,498. Statistics compiled in the office of the building inspector show that 2.822 permits were issued during the year at a valuation of \$7,563,680. During the year 1914, 2.758 permits were issued at a valuation of \$6,085,182. The plans for continued building are numerous and presage large expenditures. Buildings now in contemplation will provide a market for large quantities of high-grade hardwoods. Plans are now being formed which, if carried out, will make Toledo one of the leading steel centers of the country. Basing their predictions upon these and other prosperity indications, lumber dealers are anticipating one of the biggest years in the history of the city and the hardwood dealers expect to get their full share.

## =≺ INDIANAPOLIS >=

Although the value of building operations in this city during the last year fell about \$\$50,000 short of the previous year, the lumber interests are much encouraged over business conditions and are predicting larger sales than usual for 1916. The slump in building during 1915 is not taken as indicative of present business conditions because the loss in the year's business occurred in the early months, while gains were recorded every month from September to the close of the year. The value of buildings contracted for during December was twice as large as during the corresponding month of 1914.

Reports from experts in many industries at the close of the year indicated an improvement in business conditions generally. A state agricultural expert estimated the value of Indiana farm products for 1915 at \$350,000,000, a gain of \$10,000,000 over any other year in the state's history. This is taken as a plain indication that lumber demands from farmers, buggy and agricultural implement manufacturers will be heavier than usual.

Both the wholesale and retail dealers say that lumber prices have been too low for two years and immediate increases all along the line are expected. Buying at the present time is described as being hand-to-mouth, but the demand is heavier than usual for this season of the year, due to favorable weather conditions for building.

## =≺ EVANSVILLE **>**=

Trade with the hardwood lumber manufacturers of Evansville and southwestern Indiana is very good. The New Year has started in very well and manufacturers are sanguine over the trade outlook. With few exception the large hardwood plants in this section are now being operated on fairly good time. Orders and inquiries are coming in freely and collections are better than they were this time last year. Manufacturers say that in many respects 1916 has started in under conditions very similar to 1913, which was a banner year for the lumber manufacturers of southwestern Indiana. Some of the manufacturers are of the opinion that records may be broken in 1916.

Prices are still strong and there is a tendency to advance in some lines. Ash is stronger now than it has been for many weeks, and there is a stiff demand for the better grades of oak lumber. Walnut is almost at a standstill. For the past several months many of the manufacturers have been buving up all the walnut logs they could get, resulting in a surplus of walnut timber on the local market. Hickory is in normal demand while poplar has been looking up some recently. Maple and sycamore are in fair demand. Gun. is picking up, due to the fact that many of the furniture factories in



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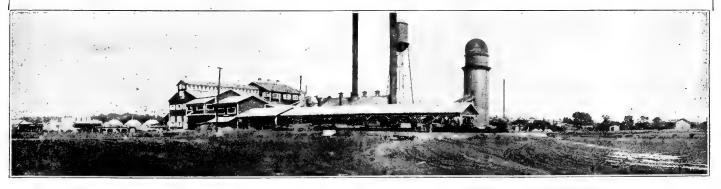
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3.8"	1 2"	5.8"	3.4"	4 4"	5 4"	6 4"	7.4"	8 '4"	10 4"	12/4"
1st & 2nd Qtd. White Oak, 6 to 9"	82,000	89,000	108,000	333,000	31,000	12,000		20,000		
1st & 2nd Qtd. White Oak, 10" & Up	58,000	24,000	22,000	89,000	9.000					
No. 1 Common Qtd, White Oak, 4" & 1p 54,000	95,000	64.000	67,000	152,000	32,000	2,000		3,000		
No. 2 Common Qtd. White Oak, 3" & Up 7,000	4.000	11,000	12,000	75,000	2,000					
Clear Qtd, White Oak Strips, 4 to 41/2"				31,000						
Clear Qtd, White Oak Strips, 5 to 51/2"				27,000						
No. 1 Com. Qtd. White Oak Strips, 21/2 to 51/2"			6,000	134,000						
1st & 2nds Plain White Oak, 6" & Up		83,000		43,000	31.000	35.000		7 000		
No. 1 Com, Plain White Oak, 4" & Up	21.000			34.000				5,000		
No. 2 Com. Plain White Oak, 3" & Up		3.000	2,000	4.000		4.000				
1st & 2nds Plain Red Oak, 6" & Up	4.000	18,000	25,000	20,000	4.000	14.000		13,000		
1st & 2nds Plain Red Oak, 12 to 14".					8,000					
No. 1 Com. Plain Red Oak, 4" & Up				133,000						
No. 2 Com. Plain Red Oak, 3" & Up		6.000	14,000	71,000	26,000	9,000				
1st & 2nds Red Gum, 6" & Up 332,000	529,000	65,000	241,000	12,000	57,000	71,000		30,000		
No. 1 Com, Red Gum, 4" & Up 130,000	86,000		237,000	6,000	210,000	52,000				3,000
1st & 2nds Qtd. Red Gum, 5" & Up						5,000		10,000		
No. 1 Com. Qtd. Red Gum								10,000		
1st & 2nd Highly Figured Red Gum				10,000						
1st & 2nd Sap Gum	3,000				4,000	13,000		15,000	8,000	6,000
1st & 2nd Sap Gum, 13" & Wider				9,000						
1st & 2nd Sap Gum, 18" & Wider				7,000						
No. 1 Common Sap Gum, 4" & Up		124,000				69,000		14,000		
No. 2 Common Sap Gum, 3" & Up	5,000	329,000						4,000		
No. 3 Common Sap Gum, 3" & Up				150,000		36,000				
Clear Sap Gum Strips, 2½ to 5½"				14,000						
1st & 2nd Ash				2,000						
No. 1 Common Ash				4,000						
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No. 2 Common Elm.				31,000						

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WE MANUFACTURE

Southern Hardwoods
—— Gum, Oak and Ash

J. H. Bonner & Sons

QUICLEY, ARK.

Postoffice and Telegraph Office, HETH, ARE, this section using a great deal of gume are now being operated on good time. The enthody is certainly one of encouragement. Furniture factories in northern citic are said to be busher now than they have been for some time past. Reports from automobile centers are flattering and tell of the big factoro. Telmy rushed. These plants use a great deal of ash and poplar, Wood consuming factories in Evansville continue to do a nice business and most of the furniture, chair, table, we neer and wagon factories are being operated on full time and, in some lief mess, over time.

Reports from the South are of the most encouraging nature. Crop reports are indicative of great pro-portity among the farmers later on. Banks report plenty of money which can be had at a low rate of interest. The retail lumber dealers say trade has been very good since the first of the year. Planing mills are running steadily. Building operations for 1915 broke all records in Evansville and indications point to much building during 1916.

## ---< MEMPHIS >=

While business in hardwood lumber was comparatively small during the holidays, demand is already beginning to come in and it is anticipated that the movement will be quite large in the near future. It is also regarded as practically certain that prices will be well maintained if indeed they are not actually advanced. The scarcity of timber is emphasized as a sustaining influence while the somewhat broken condition of stocks is also looked upon as a supporting factor. Attention is niso called to the fact that the large consumers and distributors in the North and East are buying lumber with considerable freedom and that they will have to continue this policy because of the excellent business which they are doing. There has been little change in the export situation. There is still an extreme scarcity of bottoms and ocean rates are very high, perhaps the highest ever known. A new outlet has been opened to Memphis exporters via Pensacola through arrangements perfected by the Southern Railway with the Gulf, Florida & Alabama railroad, and it is suggested in some quarters that this will make possible a somewhat larger business with Europe in southern hardwoods. The rates from Memphis to Pensacola are the same as those from Memphis to New Large terminals have been arranged at Pensacola and some exporters appear to believe that it will be possible to secure freight room out of that port more easily than through the regular channels heretofore used. It is stated that one firm here has booked freight room for 500,000 feet of lumber to sail from Pensacola early in January, but this cannot be confirmed. There is a good demand for southern hardwoods from European points, but it is not anticipated that the movement will be very free until ocean freight rates are lowered and until more boats are available for handling lumber cargoes. Freight rates on cotton from New Orleans to Liverpool have advanced to \$3 per hundred and the rate on lumber has advanced proportionately.

## =≺ NASHVILLE >=

The new year has opened with conditions in the hardwood lumber market music oright ration one year ago. Trude has been rapidly improving the past sixty days, and some of the big fire's announce the best December business in their history. The feeling as to 1916 is of the most optimistic character, predictions being made that it will soon be a question of securing the lumber, as dry stocks are much below the normal at present, and there has been heavy falling off in production for the past eighteen months. Prices of lumber have been strengthened materially, and the market has a very firm tone. In the hardwood market good demand is mentioned from furniture manufacturers, and brisk sales have been made of lumber for interior finish. Some nice orders have been placed by railroads. Box factories have been busy. Demand continues for oak, poplar, chestnut, ash to delice in the continues of the popular of the structure.

## = ≺ BRISTOL >=

Lumbermen of Bristol and this territory are anticipating better prices toward spring. They are well pleased with the improvement in the lumber trade within the past few months and believe that business will continue to improve toward spring. The outlook is now thought to be more encouraging than it has been for a long while. The lumbermen as a rule are not seeking contracts at present prices, feeling certain that the future will bring a steady improvement. They do not think there is any serious danger of overproduction in hardwoods.

## =≺ LOUISVILLE >=

The new year is starting well with local hardwood lumbermen, and though annual inventories have taken up a good deal of time lately, the demands of consumers have resulted in fairly heavy shipments being recorded. Buyers of lumber have also been busy with stock-taking, while the furniture makers have been concentrating on the shows, which are now well under way. These factors are expected to hold January business down somewhat, but not nearly so much as usual, because few consumers have anything like a stock of lumber on band, and buying is a necessity if the factories are to continue running. The building trade, as well as the furniture business, seems in excellent condition just now, and the planing-mills are inquiring for stock on a more liberal basis. Confidence seems to have been fully restored among the lumber manufacturers, as all of the important mills in this section are now operating. There is a scarcity of dry

stock in many items, and even the increased activities of the mills will not help immediately, as the lumber they have been cutting up will not be shipping dry for some time. Hence the effect of the big demand and the reduced supplies will undoubtedly be better prices.

## ----≺ ST. LOUIS **>**=

There is a seasonably good demand for all items on the hardwood list. Prices continue firm. Prospects favor the belief that many items of stock, that are now very short, will be pretty well cleaned up before the new cut is ready for shipment. Gum in the lower grades is in good demand. Plain and quarter-sawed oak is also in good request. cypress situation is improving and is more encouraging than it has been for some time, and prices are increasing.

## **==≺** MILWAUKEE **>**=

While the hardwood trade is still a little quiet, due to the fact that most of the factory concerns are still in the midst of their annual inventory-taking, business is decidedly better than at this time a year ago and the prospects are exceptionally good. Local lumber manufacturers are well satisfied with the revival during the last few months and they are confident that even better business will be had during the new year.

The building investment in Milwaukee during 1915 showed a gain of more than \$2,000,000, according to figures prepared by the building inspector, who is confident that there will be at least \$17,000,000 expended for building work in Milwaukee during 1916, basing his predictions upon the large building projects actually under way or planned. During December 166 permits were granted for buildings to cost \$760,467, as against 132 permits and an expenditure of \$430,007 during the corresponding month a year ago.

Stocks in the hardwood line are especially light. A shortage in some lines, particularly dry birch, No. 1 and No. 2, is anticipated soon. market here is holding strong and the recent advances are expected to be maintained throughout the coming year. Birch, maple and basswood are selling well and a scarcity is reported, particularly in low grade stuff.

Fred J. Schroeder, secretary-treasurer of the John Schroeder Lumber Company of Milwaukee, like most of the lumbermen in the city, is taking an optimistic view of business conditions and is looking forward to a most satisfactory year. Mr. Schroeder says that the increasing demand for lumber for factory and warehouse construction, as well as for commercial purposes, indicates the approach of a sound and prosperous business Healthier conditions indicate that the demand for lumber is approaching normal and that even now it is firmer and more steady than it has been for months past, so that lumbermen are entering the new year confident of better business conditions.

## =≺ *GLASGOW* **>**=

The volume of business passing in this market remains unchanged, although quite a large proportion of it consists of government orders. Shipbuilding has been enquiring after one or two staples, but to no great extent. These have been confined to elm, teak, pitch pine, and quite recently a small lot of waney boardwood was sold. Spruce deals continue to take up attention and it is thought that before long a scarcity is bound to be felt. Several large lines have changed hands during the past few days, and that at enhanced figures. Scantling sizes are what is being most enquired after, and no great stocks of these are in the market. The freight rates now being asked range from 180/- to 200/-, and there is no reason to suppose that they will not appreciate further.

Yellow pine deals are not meeting with very good demand, due perhaps to the prices being asked, and certainly the lull will be only temporary. The lower grades continue to take up the attention of buyers, and only an occasional sale of first grade is reported. Birch logs have been selling well, also planks, and now that there are small stocks of either, the prices are decidedly firm. American hardwoods are in fair request, and good clearances have been made from the past few arrivals. Some contracts have been made for wagon oak planks and railway oak scantling.

The S.S. "Livonia" from Quebec, after delivering part of her cargo at Glasgow-spruce and birch deals-discharged at Greenock: 99 logs wancy boardwood, 500 logs elm, 300 logs birch, 24 logs whitewood, 110 logs oak. The elm and birch seem to be about the only items which have attracted attention so far. Pitch pine, like spruce deals, is growing in price every day, and as there is very little opposition in the way from Oregon pine, there is no reason why the price will not continue its upward flight.

The last of the season's arrivals from Montreal came on the S.S. "Athenia," and contained principally spruce and pine deals.

Deliveries from the docks during the past month have been very much hampered owing to the severe frost and snow. A welcome change in the atmospheric conditions has taken place now, so that deliveries will proceed as briskly as possible. However, shipments to this port have been on a heavy scale recently, and great difficulty has been experienced in the handling of same. In many cases, try as they might, importers have been unable to cope with the traffic, with the result that the wharfage is very much congested, and quay recent penalty accounts have been rendered by the harbor authorities. The feeling is that the Clyde trustees are dealing very harshly in this matter, in view of the extraordinary conditions prevailing on account of the war. Not only is there a scarcity of labor, but a pronounced shortage of horses and motor vehicles.

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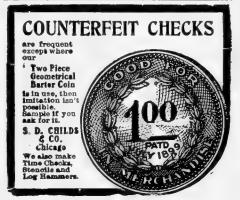
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A p 6 to 16 T. F. E. LOCK II MIHER & Miss. Co., Large, L. A. & 12 4", 10 mos. dry.

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N. K. I. J. E. L. S. I. S. Monghes Trie.

PAS. 45 to 16 4", 6" & up. 40 5 14 & 16', 2

S. S. T. No. 1 C., 44 to 16 4", 4" & up. 40°5

14 & 16', 4 mos. dry. LIBERTY HARDWOOD

L. MIERL CO., II strock, Tex.

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COM. & BTR., 4 & & 5 4". HOFFMAN BROS.
CO. Fort Wayne, Ind.
No. 1 & BTR., 4 1; ran widths 10 to 10'
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No. 2 4, 4 4", 4" a up, 10 to 16; 1 yr dry,
MOWBEAY & ROBINSON CO., Ch. 11, 11, 0
1 As, 10 4 & 12 4", 6" & up wide, 2 yrs, dry
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No. 1 C., 44 to 12 47, poled at Baffalo yard. BUFFALO HARDWOOD LBR, CO., Buffalo, N. Y. 1 AS, 6 47, 1 yr. dry. G. ELIAS & BRO., INC., Buffa. N. Y.

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## CHESTNUT

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## **GUM—QUARTERED RED**

ALL grades, 4/4 to \$4", BELLGRADE LUMBER CO. Memphis, Tenn.
COM. & BTK., 4/4", ran, widths and lights.
\$\circ\$ to 12 mos dry LOUISVELLE VENEUR
MILLS, Louisville, Ky.

### HICKORY

COM. & BTR., \$4", 18 mos do: F M CUT-SINGER, Evansville, Ind. LOG RIN, 84" 4" & up, 10 to 16, 1 vr. dry MOWERLY & ROBINSON Co. Copingal O No. 1 C., 84", 4" & up, 2 vrs dry, YEAGER LUMBER COMPANY, INC., Buffalo, N. YEAGER

## **MAHOGANY**

FAS, No. 1 C., SHORTS & WORMY, all 12 to 164", plain & fig. Mexican & African, HUD-DLESTON-MARSH MAHOGANY CO., Chicago, Illinois.

## MAPLE—HARD

TAS, 3 % & 1 2"; FAS, 4 4", 12" & up. HOFF-MAN BROS, CO., Fort Wayne, Ind.
No. 2 & BTR., 4/4, 6/4, 10/4 & 12/4", ran.
widths, 1 yr. dry. HATTEN LUMBER CO.,
Now Lendon, Wis FAS, 12 4 & 16 4", 6" & up 2 vrs dry YEA GER LUMBER CO., INC., Buffalo, N. Y.

#### MAPLE—SOFT

## OAK-PLAIN RED

ALL prades, 3.4 & 4.4" BELLGRADE LUMBERT CO. Memphis, Tenn.

FAS & Non. 1 & 2.0, 4/4, 5/4, 6/4 & 8/4",
GLO C BROWN & CO. Memphis, Tenn.

No. 1.C. & BTR. 4/4 to 12.4", piled at Buffalo wid.

BELLGRAD HALDWOOD LUMBER CO.,

vard RULPALO HALDWOOD LUMBER CO., Burrde N. Y. No. 1 C., 5 1", 4" & up, 1 yr dry; No. 2 C., 4 1", 2" & up, 1 yr, dry. F. M. CUTSINGER, Evanaville, Ind. EAS, 4/4 to 16/4", 1 yr, dry. G. ELIAS & I RO. 1 No. 1 Buffalo, N. Y.

EO INC. Buffalo, N Y. dry, G. ELIAS & TAN, 44"; FAN, 5/4 & 6,4", 12" & up; No. 1 C., 4". DIMENSION. 5 & to 6,4". HOFFMAN SIOS 'C., Fort Waxne, Itd. FAN, 5/8", 3/4, 4/4 & 8/4"; No. 1 C., 4/4"; No. C., 3/4". LAMB-FISH LUMBER CO., Charles-up, Miss.

Ton Miss No. 1 C., 4/4", 4" & up, 40% 14 & 16', 5 to 8 mos. dry; No. 2 C., 4/4", 3" & up, 40% 14 & 16', 5 to 8 mos. dry; LIBERTY HARDWOOD LUMBER & 16', EAS, 4/4 & 5/4", 0" & up, 50% long, 6 mos. dry, No. 1 C., 4/4 & 5/4", 0" & up, 50% long, 6 mos. dry, No. 1 C., 4/4 & 5/4", 0" & up, 50% long, 6 mos. dry, LITTLE ROCK LUMBER & MFG, CO., Little Rock Ark.

itile Rock, Ark. COM. & BTR., 4'4", ran. widths and lgths., 2 s. dry. LOUISVILLE VENEER MILLS, Louis-

No. 1 C. & BTR., 3/4", 8 mos. dry. NICKEY
BROS., INC., Memphis, Tenn
No. 1 C., 4 4" ran widths and laths, 15 mos.
dry. J. V. STIMSON, Huntingburg, Ind.
FAS, 4/4", 6" & up: No. 1 C., 4/4 & 6/4", 4" &
up. SWAIN-ROACH LUMBER CO., Seymour, Ind.
No. 2 C. & BTR., 4/4 to 8/4", 6 to 20 mos.
dry. Northern and Southern stock. VAIL
COOPERAGE CO., Fort Wayne, Ind.

## OAK-QUARTERED RED

FAS, 4/4"; No. 1 & 2 C. 4/4"; COM. & BTR. 4", GEO. C BROWN & CO., Memphis, Tenn. No. 1 C. 5/8 to 8/4", 1 yr. dry. F. M. CUT-INGER, Evansville Ind. COM. & BTR., 4/4", rnn. wdths. and igths., 8 to 10 mos. dry. LOUISVILLE VENEER MILLS, catherities.

COM. & BIR., 4/4", ran. wdths. and leths. 8 to 10 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.
FAS, 4/4", 6" & up, 10 to 16', 1 yr. dry. MOW-BRAY & ROBINSON CO., Cincinnati, O.
No. 1 C. & BTR., 3/4", 8 mos. dry; FAS, 1/2",
8 mos. dry; FAS, 4/4", 1 yr. dry. NICKEY BROS., INC., Memphis. Tenn
1AS No. 1 C. & No. 2 C. 4'4", ran. wdths. and leths., 16 mos. dry; CLEAR STRIPS, 4/4", 2½ to 4', 18 mos. dry; No. 1 COM. STRIPS, 4/4", 2½ to 4', 18 mos. dry. J. V. STIMSON, Hunting-burg. Ind.

#### OAK-PLAIN WHITE

PAS, 14 & 54" No. 1 & 2 C., 4/4 & 5/4". EO C BROWN & CO, Memphis, Tenn. No. 1 C. & BTR., 4/4 to 12/4", piled at Buffalo and BUFFALO HARDWOOD LUMBER CO.,

vard. BUFFALO BARANA Buffalo, N. Y. No. 1 C., 5'8", 1 yr. dry. F. M. CUTSINGER, Evansyille, Ind

Vanaville, 180 FAS, 3%, 5%, 44, 6/4 & 8/4"; No. 1 C., 1/2 & 4". LAMB-FISH LUMBER CO., Charleston,

Miss FAS, 4/4", 6" & up, 40% 14 & 16' 10 mos. dry; No. 2 C., 4/4", 3" & up, 40% 14 & 16', 4 mos. dry, LIBERTY HARDWOOD LUMBER CO., Big

COM. & BTR., 44", ran. wdths., and 1gths., 2

No. 2 C. & BTR., 34". 8 mos. dry. NICKEY BROS. INC. Memphis. Tenn.
No. 1 C. & No. 2 C., 44". ran. wdths. and lgths., 16 mos. dry. J. STIMSON, Huntingburg, Ind. FAS, 44". 6" & up. No. 1 C., 4/4", 4" & up. SWAIN ROACH LUMBER CO., Seymour, Ind. COM. & BTR., 44 to 8/4", 12 to 20 mos. dry. Northern & Southern stock. VAIL COOPERAGE

# HARDWOODS FOR SALE

#### OAK—QUARTERED WHITE

ALL grades, 4/4 to 8/4". BELLGRADE LUMBER CO., Memphis, Tern.

FAS & No. 1 & 2 C., 4/4". GEO. C. BROWN & CO., Memphis, Tern.

FAS, 3/4 & 4/4", 6" & up, 1 yr. dry; No. 1 C., 4/4 to 6/4", 4" & up, 1 yr. dry. F. M. CUTSINGER, Evansville, Ind.

FAS, 5/4, 6/4 & 8/4". HOFFMAN BROS. CO., Fort Wayne, Ind.

FAS, 5/4, 6/4 & 8/4". HOFFMAN BROS. CO., Fort Wayne, Ind.

FAS, 3/8, 5/8, 3/4, 4/4 & 5/4", 6 to 9" wide; FAS, 8/4", 4" & up; FAS, 1/2, 5/8, 3/4 & 4/4", 10" & up; No. 1 C., 3/8, 1/2, 5/8, 3/4 & 4/4", 10" & up; No. 1 C., 3/8, 1/2, 5/8, 3/4 & 4/4", 4" & 6/4"; No. 2 C., 4/4"; FAS STRIPS, 4/4", 4 to 5½" and 4/4"; 5 to 5½". No. 1 COM. STRIPS, 4/4", 2 to 5½". LAMB-FISH LUMBER CO., Charleston, Miss.

FAS, 5/4, 6/4 & 8/4", 6" & up, 8 to 16'; No. 1 C., 4/4, 5/4, 6/4 & 8/4", 4" & up, 6 to 16'. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark, COM. & BTR., 5/8 & 4/4", ran. wdths. and Ights., 8 to 10 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

No. 1 C. & BTR., 5/8 & 3/4", 1 yr. dry; No. 2 C. & BTR., 5/8 & 3/4", 1 yr. dry; No. 1 COM. STRIPS, 3/8 & 4/4", 2½ to 4½", 1 yr. dry; CLEAR STRIPS, 3/8 & 4/4", 2½ to 4½", 1 yr. dry; CLEAR STRIPS, 3/8 & 4/4", 2½ to 4½", 1 yr. dry; CLEAR STRIPS, 3/4", 1 yr. dry; CLEAR STRIPS, 4/4", 2½ to 4½", 1 yr. dry; CLEAR STRIPS, 4/4", 1 yr. dry; CLEAR STRIPS, 4/4", 5-5½" 14 mos. dry; No. 1 C, 6/4", 10 mos. dry; No. 2 C, 4/4", 1 yr. dry; CLEAR STRIPS, 4/4", 2 by cover dry; No. 2 C, 4/4", 3" & up, SWAIN ROACH LUMBER CO., Seymour, Ind.

Seymour, Ind.

#### OAK—MISCELLANEOUS

No. 1 C. SOUND WORMY, 4/4", ran. wdths. and lgths., 18 mos. dry. J. V. STIMSON, Huntingburg, Ind.

FAS, 8/4 to 16/4", 6" & up, 2 yrs. dry.
YEAGER LUMBER CO., INC., Buffalo, N. Y.

#### **POPLAR**

No. 2 & BTR., 4/4", piled at Buffalo yard. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y. COM. & BTR., 5/8 to 4/4", ran. wdths. and lgths. 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky. No. 1 C. plain, 4/4" & 5/4", 5" & up, 10 to 16', 1 yr, dry; No. 1 C. QTD., 4/4", 4" & up, 10 to 16', 1 yr, dry. MOWBRAY & ROBINSON CO., Cincinnati, O.

1e, Ky., , 4/4" & 5/4", 5" & up, 10 to 16', 1 C. QTD., 4/4", 4" & up, 10 to MOWBRAY & ROBINSON CO.,

#### **SYCAMORE**

LOG RUN, m. c. o., 4/4", 40% 14 & 16', 11 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Tex.
No. 1 C. QTD., 4/4", 4" & up. SWAIN ROACH LUMBER CO., Seymour, Ind.

#### WALNUT

FAS & No. 1 C., 5/8 to 8/4", very dry. HUD-DLESTON MARSH MAHOGANY CO., Chicago,

III.

COM. & BTR., 4/4", ran. wdths. and lgths., 6
to 8 mos. dry. LOUISVILLE VENEER MILLS, to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky. No. 1 C., 4/4", 4" & up, 10 to 16', 1 yr. dry. MOWBRAY & ROBINSON CO., Cincinnati, O.

#### **MISCELLANEOUS**

SWITCH TIES, red oak, 7" thick, 9" wide, 10 to 16' long. LITTLE ROCK LUMBER & MFG. CO., Little Rock, Ark.
CRATING, mixed timber, 3/4", Ind. stock.
VAIL COOPERAGE CO., Fort Wayne, Ind.

#### **FLOORING**

**MAPLE. CLEAR.** 13/16 x  $1\frac{1}{2}$ "; **SEL. NO. 1,** 13/16 x  $2\frac{7}{4}$ ," and 3/8 x  $1\frac{1}{2}$ "; **No. 1 FCTY.** 13/16 x  $2^{9}$  and 13/16 x  $2^{9}$ "; **RED OAK, SEL, No. 1,** 3/8 x 7/8". T. WILCE CO., Chicago, III.

#### DIMENSION LUMBER

#### ASH

CLEAR, 2 x 2 x 30", 1 yr. dry. PROBST LUM-ER COMPANY, Cincinnati, O.

#### **GUM**

CLEAR, 2 x 2 x 30", 4 mos. dry; 2½ x 2½ x 30", 4 mos. dry; 3 x 3 x 30", 4 mos. dry, PROBST LUMBER CO., Cincinnati, O.

#### OAK

CLEAR, 1 x 3 & up x 24", 8 mos. dry; 1 x 3 & up x 36", 8 mos. dry; CLEAR QTD., 1 x 4 & up x 43 & 46", 4 mos. dry. PROBST LUMBER CO., Cincinnati, O.

#### VENEER—FACE

#### **ASH**

LOG RUN up to 1/8" inc., 12" & up, 5 to 8'. BIRDS EYE VENEER CO., Escanata, Mich. NO. 1, 1/12", 8 to 28" wd., 20" lg., rty. MISSISSIPPI VENEER & LUMBER CO., Cedars, Miss.
LOG RUN up to 1/8", 12" & up, extreme lgth. 86". WISCONSIN SEATING CO., New London,

#### BIRCH

LOG RUN up to 1/8" inc., 12" & up, 5 to 8'; DOOR STOCK 1/8", cut to dimension as desired. BIRDS EYE VENEER CO., Escanaba, Mich, LOG RUN & DOOR STOCK, 1/20", 1/16 & 1/8", rty. cut. HUDDLESTON-MAFSH MAHOGANY CO., Chicago, Ill.

#### **GUM**

QTD. FIG., 1/24", sld. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.
QTD., FIG'D., any thickness. LOUISVILLE VENEER MILLS. Louisville, Ky.
SEL. RED. No. 1, 1/12", 8 to 28" wd., 42 to 46", long, highly fig., rty.: No. 2, ½", 5½" wd., 82 & 86" long, stile ven.; UNSEL., No. 1, 1/12", 8 to 28" wd., 20" lorg, rty.: No. 1, ½", 5½" wd., 82 & 86" long, stile ven., No. 1, ½", 5½" to 14½" wd., 17 to 29" long, rty.; RED, No. 1, 1/12", 8 to 20" wd., 20" long, rty., RED, No. 1, 1/12", 8 to 20" wd., 20" long, rty. MISSISSIPI VENEER & LUMBER COMPANY, Cedars, Miss.

#### **MAPLE**

B'EYE, 12" & up wd., 5 to 8' long in sheets, also cut to dimension as desired. BIRDS EYE VE-NEER CO., Escanaba, Mich.

#### MAHOGANY

PLAIN & FIG., Mexican and African, 1/28 to 1/4". HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

#### OAK-PLAIN

LOG RUN up to 1/8" inc., 12" & up, 5 to 8'; DOOR STOCK 1/8" cut to dimension as desired. BIRDS EYE VENEER CO., Escanaba, Mich. LOG RUN & DOOR STOCK, 1/20, 1/16 & 1/8", rty. cut. HUDDLESTON-MARSH MAHOGANY rty. cut. HUDI CO., Chicago, Ill.

ANY thickness, LOUISVILLE VENEER MILLS, Louisville, Ky.

NO. 1, red, 1/12", 8 to 28" wd., 20" long, rty..;

NO. 1, red, 1/12", 8 to 28" wd., 7 to 29" long, rty.; NO. 2, red, ½", 5½" wd., 82 to 86" lg., stile ven. MISSIPPI VENEER & LUMBER COMPANY, Cedars, Miss.

LOG RUN, red, up to ½", extreme lgth., 86". WISCONSIN SEATING COMPANY, New London, Wis

#### OAK—QUARTERED

SLD. & SWD., 1/20, 1/8". HUDDLESTON-MARSH MAHOGANY CO., Chicago, Iil.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
QTD. WHITE, all thicknesses. HOFFMAN BROS. CO., Fort Wayne, Ind.

#### WALNUT

ANY thickness, LOUISVILLE VENEER MILLS, LOUISVILLE, KY.

SLICED & ROTARY CUT. HUDDLESTONMARSH MAHOGANY CO., Chicago, Ill.

#### CROSSBANDING AND **BACKING**

#### BIRCH

1/28", 12" & up, 5 to 8'. BIRDS EYE VENEER CO., Escanaba, Mich.

#### ELM

extreme lgth. 86 1/24 & 1/28", 12" & up, extreme lgt WISCONSIN SEATING CO., New London,

#### **GUM**

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky

#### **MAPLE**

 $1/28^{\prime\prime},~12^{\prime\prime}$  & up, 5 to 8'. BIRDS EYE VENEER CO., Escanaba, Mich.

#### **POPLAR**

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

#### PANELS AND TOPS

#### **BIRCH**

1/4, 5/16, 3/8", stock sizes. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill. 1,000 3-ply, ¼", 24x72", good 1 and 2 sides; 300 3-ply ¼", 30x72", good 1 and 2 sides. WISCON-SIN SEATING COMPANY, New London, Wis.

#### **GUM**

QTD. FIG'D. any thickness. LOUI VENEER MILLS, Louisville, Ky. QTD. FIG'D. any thickness. WIS SEATING COMPANY, New London, Wis. LOUISVILLE WISCONSIN

#### MAHOGANY

1/4, 5/16 & 3/8", stock sizes. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill. ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

#### OAK

FAS, PL. QTD., 1/4, 5/16 & 3/8", stock sizes. HUDDLESTON-MARSH MAHOGANY CO., Chi-

# HUDDLESTON-MARSH MAHOGANY CO., Chicago, III. ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky. QTD., any thickness. WISCONSIN SEATING COMPANY, New London, Wis.

#### WALNUT

 $\mathbf{ANY}$  thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

# VENEERS AND PANELS

# Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS. VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

if you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

Every man is Partial To His Coun goods But the progress of his burness The last pew years have seen a ke-markable expansion in our plant and organization - Endday after building her been added until now we have double the capacity of a per years ago. Heris a reason Every one of our products Rotary Cut clim Bashwood ask & bird faps + panels - Basks + seats Coat langers and lund panels enjoys the most exacting car and Superyou can Easily Prove Rat Cain A Wiscousen Seating Co new Kondon - Makere of Time - Proof Panels

#### DOOR MAKERS

can buy one 1/8" birch and oak veneer from stock on hand. This means prompt service. We sell log run or cut to standard dimensions.

#### FURNITURE MANUFACTURERS

can be assured of consistent quality in our 3/16'' and 1/4'' three-ply birch or oak drawer bottoms or case racks.

### Wisconsin Veneer Co.

Rhinelander, Wisconsin

Have nothing to offer but Sliced Ouartered White Oak

# ENEERS

which we carry in large quantities.

Let us quote you.

The Buckeye Veneer Co.

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MILWAUKEE

Our large stock of

### PANELS AND VENEERS

at all times assures the consumer of immediate shipments

If It's Veneer or Veneered We've Got It

Write for Our Monthly Stock List

MILWAUKEE BASKET COMPANY, South Milwaukee, Wis.

of HARDWOOD RECORD subscribers are owners of steam plants. Eightynine per cent are, therefore, buyers of
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is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

# I. Stephenson Co., Trustees

WELLS, MICHIGAN

# VON PLATEN LUMBER COMPANY

Iron Mountain, Mich.

Have following stock at Boyne City, car or cargo shipments:

200 M ft. 8/4 No. 3 Com. Maple.

300 M ft. 4/4 No. 3 Com. Maple. 100 M ft. 6/4 No. 3 Com. Maple.

40 M ft. 10/4 No. 2 Com. & Better Maple.

100 M ft. 6 ft. Coal Door Lumber.

100 M ft. 4/4 No. 1 and 2 Common Birch.

100 M ft. 5/4 No. 1 and 2 Common Birch.

50 M ft. 8/4 No. 3 Common Bass-

wood. 50 M ft. 6/4 No. 3 Common Bass-

SAGINAW,

**MICHIGAN** 

# Strable Lumber & Salt Co.

Manufacturers of

Hardwood Lumber

AND

Maple Flooring

WE WANT TO MOVE:
50,000 ft. 8/4 No. 2 and
better Soft Maple.
150,000 ft. 4/4 No. 2 and
better Soft Maple.
75,000 ft. 6/4 No. 2 Common Soft Elm.
75,000 ft. 6/4 No. 3 Common Soft Elm.
30,000 ft. 4/4 No. 2 Common Soft Elm.
100,000 ft. 4/4 No. 1 Common Basswood.
37,000 ft. 4/4 No. 2 Common Basswood.

WE WANT TO MOVE:

# "Chief Brand" Maple and Beech Flooring

in  $\frac{2}{3}$ ,  $\frac{5}{3}$  and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

# Kerry & Hanson Flooring Co.

GRAYLING MICHIGAN

We are members of the Maple Flooring Manufacturers' Association

### EAST JORDAN LUMBER CO. EAST JORDAN, MICHIGAN

We Offer for Prompt Shipment:

15M 1x7" up No. 1 Common & Better Maple.

18M 4/4 No. 1 Common & Better Quartered Maple.

200M 4/4 Full Log Run Beech.

50M 4/4 Full Log Run Birch.

50M 4/4 No. 3 Common Birch.

Write for prices

**FULL THICKNESS** 

BAND SAWN

**QUICK SHIPMENT** 

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strongest circulation is in the region where things are made of wood-WISCONSIN, MICHIGAN, ILLINOIS, IN-DIANA, OHIO, PENNSYLVANIA, NEW YORK and the East

IT'S the BEST SALES MEDIUM for HARDWOOD LUMBER

EASTMAN FLOORING CO.

# BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm, Brown Ash, Red Oak and Hardwood Lath.

Birch Dimension Stock Cut to Sizes

LET US QUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.

# UFFA

The Foremost Hardwood Market of the East

Hugh McLean Lumber Co.

OUR SPECIALTY:

**QUARTERED** WHITE OAK

940 Elk Street

#### BUFFALO HARDWOOD LUMBER CO.

Dry band sawed stock
Piled at our Yard at Buffalo ready for shipment
Ash, No. 1 Com. & Better, 4 4 to 16 4, dry stock
Plain Red Oak, No. 1 Common & Better, 4 4 to
12 4, dry stock
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12/4, dry stock

940 Seneca Street

Yeager Lumber Company, Inc.

Specialties:

Oak, Ash and Poplar

932 ELK STREET

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Standard Hardwood Lumber Co.

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# G. Elias & Bro. HARDWOODS

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ANTHONY MILLER HARDWOODS OF ALL KINDS

893 Eagle Street

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.



# THE ARROW— THE SIGN OF MERIT





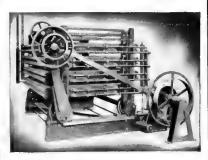
CRATE HEAD TEXONER

W HEN you sign a contract to fill a big order for some very nice veneer, you want a veneer lathe that you know can produce that quality of goods most pleasing to your customer.

You also want a clipper which will do its work accurately and rapidly. You want it to work economically too.

And to put your veneers into the very best condition, they should be properly dried. Has your customer ever asked how you dry his veneer?

Here are some machines you should investigate if you want to get your full share of this year's business.



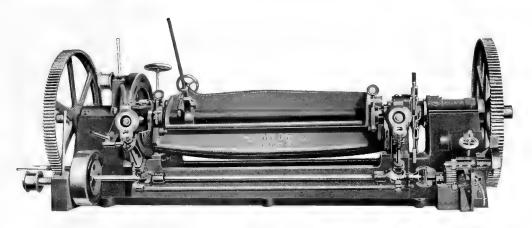
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NO. 374 VENEER CLIPPER



CRATE HEAD COUPLER



MERRITT MFG. COMPANY Lockport, N.Y. U.S.A.

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3g and up in

Northern and Southern Oak, Walnut, Hickory, Elm, Poplar, Ash, Maple

Rotary veneers, regular and special stock in plain and quartered Northern and Southern oak and gum.

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Tells all there is to know about every commercial forest tree of America.

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Completely illustrated with original photographs and drawings and handsomely bound

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It required a big woodworking plant, lots of morey, and years of time to develop our rapor kiln. We have made the best use of all our facilities.

We don't experiment with our customers as every other dry kiln manufacturer is compelled to do.

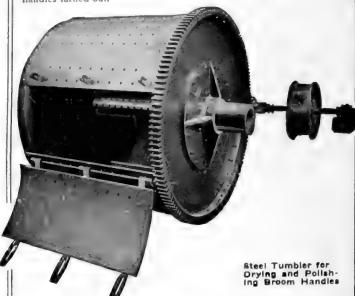
A modern vapor kiln is more than pipe and fittings. To secure real drying service and efficiency, you must have a kiln designed for your requirements, efficiently erected.

The Grand Rapids Vapor Kilo is the result of ten years "hard knocks."



# **Broom Handle Machinery**

Let us tell you about our STEEL TUMBLERS FOR DRY-ING AND POLISHING BROOM HANDLES. This system is rapidly supplanting all others. More economical; less time required for drying; no polishing afterwards; greater per cent of straight handles turned out.



CADILLAC MACHINE COMPANY

Complete Line of Broom Handle Machinery

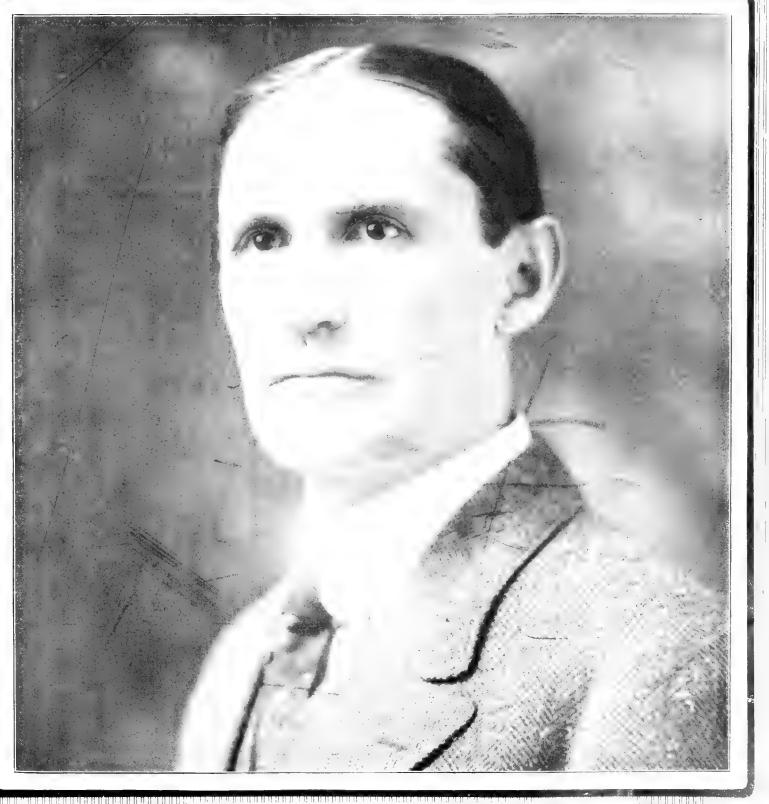
CADILLAC, MICH.

# FORWOOD RECORD

Twenty-First Year Semi-Monthly CHICAGO, JANUARY 25, 1916

Subscription \$2.

Single Copies, 10 Cents.



# J. Gibson McIlvain & Co.

Philadelphia, Pennsylvania ESTABLISHED 1798

# MANUFACTURERS of LUMBER

HARDWOODS
Our Specialty

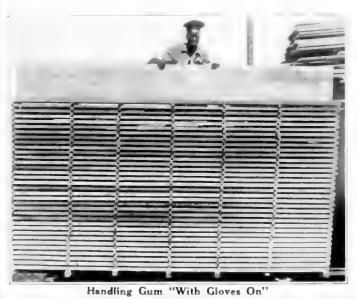
Send Us Your Inquiries

Your Order Will Follow

# The Ford Joke Is Possible Only Because the Ford Car Is Cheap

The same is true of gum lumber—it has been kicked and cussed at **only** because its producers allowed it to be called a cheap wood. They refused to put enough money in it to bring out its true merit—have let it be known as a "necessary evil"—a side issue to the end that it has never commanded respect.





# A New Era in Gum

is being developed by our policy. We have adopted GUM as our MAIN PRODUCT. We have studied it and know it. Knowing it we have had the faith to put a good deal of money into its correct manufacturing and handling.

Today our stock represents more real beauty, more adaptability, more genuine merit than any other American hardwood.

If you have any prejudice against gum, our stock will overcome it. It really has a distinct character

Kraetzer-Cured Lumber Co.

# MICHIGAN

PAMOUS FOR HARD MAPLE AND GREY ELM

# Michigan Hardwoods Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

# Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

# Stock Widths

No. 3 Common Hardwoods

We can furnish No. 3 Common Maple and Beech, random lengths, as follows:

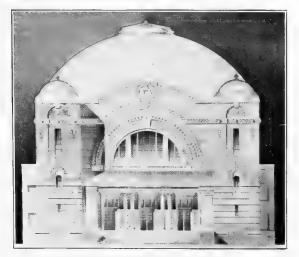
1x4	1x 8
1x5	1x 9
1x6	$1 \times 10$
1x7	1x11 & wide

The stock is mixed Maple and Beech but runs largely Maple

# Mitchell Brothers Co.

Sales Department, Cadillac, Michigan

# Figured Red Gum for Interior Finish



New Temple of Congregation of Children of Israet, Memphis, Finished in Red Gum

 $T\,{\rm HIS}$  magnificent edifice is typical of the character of buildings in which Red Gum is being specified for interior finish. Messrs. Jones & Furbringer, Memphis, were the architects, and at their recommendation we were awarded the contract for the Figured Red Gum built-up paneling for doors and wainscoting.

They knew that we were the leaders in this wood, and were pleased with the material we had furnished on some other interior work.

They recommended that the Figured Red Gum Veneers come from headquarters. You would also be pleased with the character of wood that we are offering. We carry in stock at all times large quantities of choice figured veneers, sliced 1/20" and 1/28" thick, and are, therefore, in best position to offer you greater variety of wood from which you can make your own selections. Full sized samples on request.

We can also furnish veneer sawed Qtd. Gum,  $\frac{1}{8}$ ",  $\frac{1}{16}$ " and  $\frac{1}{20}$ " thick; Glued-up Tops and Panels in Figured Gum, carefully matched for figure, and high grade in every respect.

WE EASILY LEAD IN FIGURED GUM PRODUCTS

THE LOUISVILLE VENEER MILLS, Louisville, Kentucky MAKERS OF GOOD VENEERS AND PANELS FOR MORE THAN A QUARTER OF A CENTURY

# J. RAYNER SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST. CHICAGO



### A floor to adore

For thirty-thirte years Wilce's Hardwood Flose-ling has been among the foremest on the market and because it stands today "inequaled" is the one to earlies that its manufacturer has kept above to insider methods and the advanced de-ma of the trade. To convince yourself of the above statements, try our polished surface floor-lies, to rund and grooved, holiow backed, with matched code and holes for blind nailing you? Bind it reduces the expense of laying and polishing Our Booklet talls all about Hardwood Floories.

Our Hooklet tells all about Hardwood Floorin and how to care for it-also prices and is free

# The T. Wilce Company

22nd and Throop Ste. CHICAGO, ILL.

# STEARNS OLUDINGTON 8

Hardwood Specialists

5,000,000 feet 4-4 to 8-4

# **BEECH**

A complete stock of thoroughly dry Beech in all grades

We specialize in Kiln Dried Stock

The STEARNS SALT & LUMBER CO. LUDINGTON. MICH.

### Claims backed by a guarantee necessarily assure you of the

# Real Indiana Oak



When you want to buy that class of stock. The oak logs cut at our La Porte, Ind., mill come from this state and nowhere else.

Our Marmaduke, Ark., plant turns out a fine line of Oak, Ash and Cypress.

Consider what it means to you when our cooperage plants take all the poorer stock and you get only the cream.

Try out that statement

Vail Cooperage Co. Ft. Wayne, Indiana



### Rope and Twist Work

in various styles and wood, made to detail or send us your turnings and we will rope or twist to suit

Prox quoted upon receipt of sket has or illustrations

Your inquiries are solicited

The F. A. Requarth Company Monument Ave. and Sears St., Dayton, O.

# Salt Lick Lumber Co.

MANUFACTURERS OF

k Flooring

Complete stock of 3/8" and 13/16" in all standard widths





Can You Use Any of the Following Items?

Quartered White Oak 4-4 1s and 2s, 72,000 ft. 4-4 No. 1 Com., 136,000 ft. 5-4 1s and 2s, 68,000 ft. 5-4 No. 1 Com., 73,000 ft.

Quartered Red Oak 5-4 No. 1 Com., 17,000 ft. 6-4 No. 1 Com., 18,000 ft. 8-4 No. 1 Com., 24,000 ft.

Poplar 10-4 1s and 2s and No. 1 Com., 61,000 ft. 12-4 ls and 2s and No. 1 Com., 53,000 ft. 16-4 ls and 2s and No. 1 Com., 30,000 ft. Hickory

6-4 No. 1 Com., 33,000 ft. 8-4 No. 1 Com., 38,000 ft. Ash 6-4 No. 1 Com., 26,000 ft. 8-4 No. 1 Com., 41,000 ft. Walnut

4-4 No. 2 Com., 37,000 ft.

We handle everything in hardwoods, gum of all kinds and shortleaf yellow pine.

#### Wood Mosaic Company

Main Office, New Albany, Ind.

We are now operating a complete dimension mill, and have on hand, ready to ship,

#### Walnut Squares

in all regular sizes, 2"x2", 21/4"x21/4", 21/2"x 21/2" and 3" x 3". Some of the stock is already k. d., and we can dry any other material as specified. If you can use walnut dimension lumber, send us your inquiries. We can also handle your wants in dimension oak.

Get acquainted with our Famous Indiana and Kentucky QUARTERED WHITE OAK.

#### Norman Lumber Company

We offer for immediate shipment the following stock, which is attractively priced and is unusually desirable in other ways:

15,000 ft. 4-4 ls and 2s Poplar, 14" and up wide. 25,000 ft. 4-4 No. 1 Common Poplar. 35,000 ft. 5-4 No. 1 Common Poplar. 55,000 ft. 6-6 No. 1 Common Poplar. 50,000 ft. 6-4 No. 2 Common Poplar.

Above items are good average width, 50 to 75 per cent 14 to 16 feet long.

15,000 ft, No. 1 Common Plain Red Oak. 15,000 ft, 4-4 No. 2 Common Plain Red Oak.

This lumber is 25 per cent long, Kentucky stock.

### Edward L. Davis Lumber Company

Kentucky and Indiana Oak, Ash, Walnut

are famous for color and texture. The careful buyer selects not merely "lumber," but stock that will do credit to the job. In our own sawmill at Louisville we cut up the finest logs produced in this section-and the consumer gets the benefit. Ask us for prices on what you need.

#### W. R. Willett Lumber Company

Sales Agent Parkland Sawmill Co., Louisville, Ky. Look over the following items and send us your inquiries. We call special attention to our plain and quartered oak and ash stocks. All of this lumber is band-sawn, and averages 35 to 40 per cent 14' and 16' lengths.

Ash

10,000 ft. 4-4 No. 2 Com. 10.800 ft. 6-4 ls & 2s 30,000 ft. 10-4 ls & 2s 12,500 ft. 10-4 No. 1 Com.

Plain Red Oak 40,000 ft. 4-4 No. 1 Com. 12,000 ft. 8-4 1s & 2s 14,000 ft. 8-4 No. 1 Com. Quartered White Oak

Quartered White Oak
46,000 ft, 4-4 1s & 2s
20,000 ft, 5-4 1s & 2s
20,000 ft, 6-4 1s & 2s
20,000 ft, 6-4 1s & 2s
75,000 ft, 4-4 No. 1 Com.
12,000 ft, 4-4 No. 1 Com.
10,000 ft, 5-4 No. 1 Com.
10,000 ft, 6-4 No. 1 Com.
Carlots clear quartered strips.

Poplar
16,000 ft, 4-4 No. 1 Com.

16.000 ft. 4-4 No. 1 Com 10.000 ft. 12-4 ls & 2s

### C. C. Mengel & Bro. Company

We operate our own Mahogany Logging Camps in Africa, British Honduras and Mexico, and are specialists in the production of Mahogany Lumber, Veneers and Dimension Stock. We carry a large stock of Plain and Figured Veneers, and can submit samples to suit any requirement.

If It's in Mahogany, We Have It













The legends of past centuries describe the oaks as "stout," "sturdy," "stalicart" and at the same time "hospitable"

In our own forests the oak trees stand with a confidenceinspiring ruggedness—they are sounder, with fewer natural defects than any of the other native hardwoods.

It is admittedly a fact that even the moderately priced lines of oak furniture have more "appearance," suggest more luxury, more individuality than more costly pieces in most other woods.

Oak is more saleable for the retailer because it doesn't require special education as do new woods and because it doesn't scare off the less opulent buyer by the very sound of its name.

The wise furniture maker will prepare to reap the benefit from the greater interest in oak interiors and the desire for harmony in fittings—and he will convince the retailer of the wisdom of this course.

Why have the writers of all times described the OAK dining hall, the OAK banquet table? Doesn't the sound of the name, the very sight of the wood give forth an inspiration of the hospitality of the "board"?



For any information on this subject address

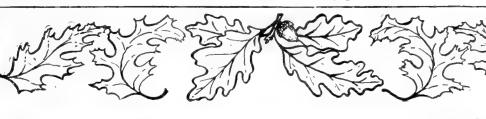
Any Manufacturer on the Opposite Page

Oak Information Bureau, 707 Ellsworth Building, Chicago









# Dependable Manufacturers of Oak

H. H. Hitt Lumber Company, Decatur, (See page —.)

Cromwell Hardwood Lumber Co., Montgomery,

#### **ARKANSAS**

\*\*ARKANSAS

\* Kentark Land & Timber Company, Allport.
Thane Lumber Company, Arkansas City.
Bliss-Cook Oak Company, Blissville. (See page 64.)
Paepicke Leicht Lbr. Co., Blytheville and Helena. (See page —.)
Penrod-Jurden & McCowen, Brasfield and Helena. Crittenden Lumber Company, Crittenden.

\* Fee-Crayton Hardwood Lumber Co., Dermott,
J. H. Bonner & Sons, Heth. (See page 64.)
Little Rock Lumber & Manufacturing Company,
Little Rock. (See page 10.)

\* Miller Lumber Company, Marianna. (See page 60.)
Muirhead Lumber Company, Weldon.

#### **ILLINOIS**

H. B. Blanks Lumber Company, Cairo. (See page 12.)
Thomas McFarland Lumber Company, Cairo.
Dermott Land & Lumber Company, Chicago.
\*Utley-Holloway Lumber Company, Great Northern
Bldg., Chicago.

#### INDIANA

S. Burkholder Lumber Co., Crawfordsville.
F. M. Cutsinger, Evansville. (See page —.)

Maley & Wertz, Evansville.
John A. Reitz & Sons, Evansville.

Bedna Young Lumber Company, Greensburg.
Chas. H. Barnaby, Greencastle. (See page —.)
J. V. Stimson, Huntingburg. (See page 76.)
Long-Knight Lumber Company, Indianapolis. (See

Long-Knight Lumber Company, page —)
Coppes Bros. & Zook, Nappanee.
Wood-Mosalc Company, New Albany. (See page 5.)
North Vernon Lumber Company, North Vernon.
C. & W. Kramer Company, Richmond.
\* Swain-Roach Lumber Company, Seymour. (See

page 63.)
• Fullerton-Powell Hardwood Lumber Company, South Bend.

#### FORT WAYNE

\* Hoffman Brothers Company. (See page 12.) Perrine-Armstrong Company.

#### KENTUCKY

Arlington Lumber Company, Arlington.
 Wright-Kitchen Lumber Company, Ashland.
 Clearfield Lumber Company, Inc., Clearfield.
 Day Lumber & Coal Co., Jackson. (See page 51.)

#### LOUISVILLE

W. P. Brown & Sons Lumber Co. (See page 5.) Churchill-Milton Lumber Company. Norman Lumber Company. (See page 5.)

#### LEXINGTON

Kentucky Lumber Company. E. R. Spotswood & Sons. (See page 58.) Turkey Foot Lumber Company, Inc.

#### **LOUISIANA**

The Ferd. Brenner Lumber Company, Alexandria.
 Boeuf River Ld. & Lbr. Company, Logtown.
 The Hyde Lumber Company, Lake Providence.
 Thistiethwaite Lumber Co., Ltd., Washington.

#### **MICHIGAN**

Thomas Forman Company, Detroit.

#### MISSISSIPPI

Alexander Bros., Belzoni. (See page 10.) Lamb-Fish Lumber Co., Charleston. (See page 65.) D. H. Hall Lumber Company, New Albany. Paepcke Leicht Lumber Company, Greenville. (See

page —,

Tallahatchie Lumber Company, Philipp.
Carrier Lumber & Manufacturing Company, Sardis.

page 64.)
• Garetson-Greason Lumber Company, St. Louis.
Thos. E. Powe Lumber Company, St. Louis.

Asheville Lumber Company, Asheville.

Carr Lumber Company, Pisgah Forest.

NORTH CAROLINA

Long-Bell Lumber Company, Hdwd. Dept., Kansas City, Mo.
Tschudy Lumber Company, Kansas City.
Galloway-Pease Co., Poplar Bluff. (See page 51.)
Baker-Matthews Manufacturing Co., Sikeston. (See

Yellow Poplar Lumber Company, Coal Grove. W. M. Ritter Lumber Company, Columbus. Barr-Holaday Lumber Company, Greenfield.

#### CINCINNATI

Bayou Land & Lumber Company.
C. Crane & Co. (See page 51.)
The John Dulweber Company.
Hay Lumber Company.
Mowbray & Robinson Company. (See page 51.)
The New River Lumber Company.

#### **PENNSYLVANIA**

J. M. Murdock & Co., Johnstown. Aberdeen Lumber Company, Pittsburgh. Babcock Lumber Company, Pittsburgh.

#### TENNESSEE

\*J. M. Card Lumber Company, Chattanooga.
Williams Lumber Co., Fayetteville. (See page 58.)
\*Bedna Young Lumber Company, Jackson.
Kimball & Kopcke, Knoxville.
J. M. Logan Lumber Company, Knoxville.
Vestal Lumber & Manufacturing Co., Knoxville.
(See page 10.)
Little River Lumber Company, Townsend.

#### MEMPHIS

MEMPHIS
Anderson-Tully Company, (See page 10.)
Geo. C. Brown & Co. (See page 12.)
R. J. Darnell, Inc.
Memphis Band Mill Company.
\* Nickey & Sons Company, Inc. (See page 58.)
Paepcke-Leicht Lumber Company. (See page —
Penrod-Jurden & McCowen.
Russe & Burgess, Inc.
E. Sondheimer Company. (See page 62.)
VandenBoom-Stimson Lumber Company.

Weish Lumber Company.
J. W. Wheeler & Co.

#### NASHVILLE

Davidson, Hicks & Greene Company.
Farris Hardwood Lumber Company. (See page 64.)

\* Love, Boyd & Co.

\* John B. Ransom & Co.

#### **VIRGINIA**

\* U. S. Spruce Lumber Company, Marlo Boice Lumber Company, Inc., Richmond

#### WEST VIRGINIA

\*Lewis Lumber Company, Albright.
The McClellan-West Lumber Company, Bluefield.
The Alton Lumber Company, Buckhannon.
\*West Virginia Timber Company, Charleston.
\*Pardee & Curtin Lumber Company, Clarksburg.
Maryland Lumber Company, Denmar.
C. L. Ritter Lumber Company, Huntington.
Rockcastle Lumber Company, Huntington.
Clay Lumber Company, Middle Fork.
The Parkersburg Mill Company, Parkersburg.
\*The Meadow River Lumber Company, Rainelle.
\*Warn Lumber Corporation, Raywood.
\*American Column & Lumber Co., St. Albans.

WISCONSIN

G. W. Jones Lumber Company, Appleton.

\*Oak Dimension Manufacturers. Firms in Heavy Type Have Individual Ads on Pages Designated.



# BAY CITY MICH.

THE LARGEST PRODUCING CENTER OF MICHIGAN HARDWOOD

# LOWER PENINSULA HARD MAPLE

# When You Think This, Think Bay City

### RICHARDSON LUMBER CO.

Manufacturers and Wholesalers

Hemlock and Hardwood Lumber

We solicit your inquiries on

Basswood, Beech, Birch and Soft Maple

# The Kneeland-Bigelow Company

BASSWOOD

10,000 ft.....5/4 No. 1 Common 150,000 ft.....5/4 No. 2 Common 200,000 ft.....5/4 No. 3 Common

BEECH

100,000 ft...6/4 No. 2 Com. & Better 900,000 ft.....5/4 No. 3 Common 50,000 ft...5/4 No. 2 Com. & Better 300,000 ft.....6/4 No. 3 Common

ELM

MAPLE

35,000 ft.....6/4 No. 2 Common 1,000,000 ft....5/4 No. 3 Common

"Finest"

# Maple and Beech Flooring MICHIGAN HARDWOOD LUMBER

Write for Prices

W. D. YOUNG & COMPANY, Bay City, Michigan

Let the following manufacturers know your needs:

KNEELAND-BIGELOW CO.

W. D. YOUNG & CO.

RICHARDSON LUMBER CO.



# THE THREE GRACES

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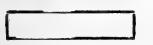
East Brooklyn, Md.

About a year ago we purchased of you two NEW Standard 54-IN. Band Resaws; they are giving entire satisfaction and we take this opportunity to congratulate you on your three good points— Design, Workmanship and Service.

Very truly yours,

EAST BROOKLYN BOX CO.

Wm. B. Mershon & Co., Saginaw, Mich.



NEW YORK

PHILADELPHIA

# WM. WHITMER & SONS

Manufacturers and Wholesalers of All Kinds of "If Anybody Can, We Can"

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West Virginia Spruce and Hemlock Long and Short Leaf Pine

Virginia Framing

Franklin Bank Bldg.

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SAVE YOUR MONEY BY USING THE

# RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

A well erganized Collection Department is also operated and the same is open to you Write for turms.

Established Lumbermen's Credit Assn., CHICAGO Hention This Paper

### **Dimension Hardwoods**

Cut to Your Order

Save Time

Save Labor

Save Waste

We solicit your inquiries for Chair Posts and Rockers band sawed to pattern, Table Legs, Table Tops, Seat Stock, or anything in special cut Chair or Furniture Dimension.

THE POWELL MYERS LUMBER CO. South Bend, Indiana

WEST VIRGINIA HARDWOODS AND NORTH CAROLINA PINE

# Willson Bros. Lumber Co.

Mills at PORTERWOOD, WEST VA. JACKSONVILLE, N. C. CONWAY, S. C.

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### PALMER & PARKER CO.

TEAK MAHOGANY CIRCASSIAN WALUT VENEERS

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103 Medford Street, Charlestown Dist. BOSTON, MASS.

# WISTAR, UNDERHILL & NIXON

NICE FLAKY STUFF

# PROCTOR

Splitting Nor Checking No Clegging Nor Adjusting



Recommended by all those who have tried iŧ

THE PHILADELPHIA TEXTILE MACHINERY COMPANY DEPT. L. HANCOCK & SOMERSET STS. PHILADELPHIA, PA.

# THE SOUTH

# COTTONWOOD

# OAK

PLAIN AND QUARTERED RED AND WHITE

#### RED AND SAP GUM

High Grades

Band Sawn Lumber

We Make a

Specialty of Thin Stock

COTTONWOOD
AND GUM VENEERS

THREE-PLY GUM PANELS BOX SHOOKS—EGG CASES

Write Us for Prices

Anderson-Tully Company MEMPHIS. TENN.

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	BELZ	ONI, MISS	i.	
Feb. 1st, 1916	Fas	No. 1 Com	No 2 Com.	Log Run
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16 and 20 4		0,400	* * * * *	2.000
· · · · · · · · · · · · · · · · · · ·				2,000
		TONWOOD		
4/4, 6" up	18,800	16,500	9,000	
4/4, 7" to 12"	5.000			

QUARTERED RED GUM

15,000

4/4, 12" up - ... 7,000 4/4, 18" up Pan A No 1 4,000

Stock List of

# SOUTHERN HARDWOODS

We carry a complete stock of Band-Sawed Southern Hardwood

We KNOW HOW to grade it right AND WE DO IT

Why not get our prices?

# LITTLE ROCK LUMBER & MFG. CO.

D. S. WATROUS, Secretary-Manager

LITTLE ROCK, ARKANSAS

We Are Especially Proud of Our

# Soft Textured Oak and Tenn. Red Cedar

OUR EXCUSE FOR BEING IN BUSINESS IS A SINCERE DESIRE TO MAKE GOOD LUMBER AND GIVE CONSCIENTIOUS SERVICE

Vestal Lumber & Mfg. Co. KNOXVILLE, TENN.

Poplar

Black Walnut





Our "Plant B" where high-grade timber and workmanship have maintained our reputation

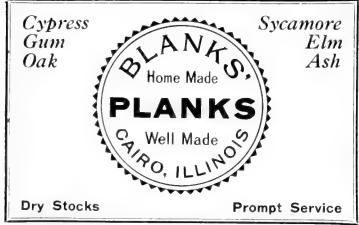
#### SLICE CUT VENEERS

Specialty - Quartered White Oak Manufactured from Northern Grown White Oak



Honest Inspection Intelligent Selection





# Dry Kiln Door Carrier Co.



SA VE

Heat Time Trouble Money

Door Carrier System

THOUSAND ARE IN USE

THEY OPERATE PERFECTLY OLD OR NEW KILNS

INDIANAPOLIS, IND.



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SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, \$2.00 the year; in foreign countries, \$1.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

one week before the date that at the part of the most be given.

Both display and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication dates.

Entered as second-class matter him 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.



# Perhaps Some of Our Gum Lumber Has Gotten Into Your Own House. If So, You Are Praising Gum — Not Cussing It

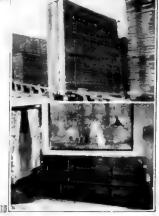
Our Gum in its devious course from the woods through the mill and into the pile, and then the car, is watched at every step with solicitous attention. That is why we can guarantee that every stick of it will reach the customer's inctory in perfect condition.

That is why we have so many enthusiastic letters from users who can see where they have reduced cutting room costs through using it. You can save money in the same way-we can prove that you can.

# GEORGE C. BROWN & COMPANY

Band Mill, Proctor, Ark,

Home Office, MEMPHIS, TENN.





# Hardwood Record

Copyright, THE HARDWOOD COMPANY, 1916

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

#### THE HARDWOOD COMPANY

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# Review and Outlook



#### General Market Conditions

DATA AND REPRESENTATIVE OPINIONS based on close observation of fundamental conditions, which were brought out last week at the various hardwood association meetings occurring in representative sections, give an exceptionally reliable basis on which to build an opinion of the present and prospect for hardwoods. Meetings occurring in Memphis, representing the hardwood section of the Mississippi valley; in Cincinnati, representing mainly hardwood manufacturers from all over the hardwood territory east of the Mississippi, in Indiana representing a very substantial output of highgrade hardwoods, and Michigan giving the tone of conditions in northern stocks, were all well attended and were marked by thorough discussions of what is now taking place in the hardwood lumber business.

The national furniture exhibits at Chicago and Grand Rapids are at this date drawing to a close and have progressed to a sufficient degree to make possible accurate judgment based on evidence presented there. In addition there are other aids in formulating definite ideas, such for instance as closely tabulated statistics and analyses of general business. Hence in shaping this report it probably is necessary, only to present the facts as they have been set forth and let those interested draw their own conclusions.

As to the meetings, it was clearly and definitely established that there will be an unusual amount of enforced curtailment in the Memphis territory, which in this case includes all of the hardwood operating sections to the south, southwest and west of Memphis, due to physical impossibility to get out anywhere near a sufficient supply of logs. Exceptionally unfavorable logging conditions have maintained a burden in this direction for several weeks, which has already had a decidedly deterring effect on the production of hardwood stocks in that whole section. There are a few operations in the district in question which are not influenced by adverse logging conditions but the difficulty will be accelerated rather than mitigated from now on for a considerable period. In fact, it is confidently claimed by some of the closest students of affairs around Memphis that the next few months will see the production of gum curtailed by at least fifty per cent as compared to the proper production to meet the developing demand.

The note of warning sounded at the gum meeting was undoubtedly designed more as a warning against future over-activity than against any unreasonable production in the next five or six months. There is no possibility, with the log situation in such shape as now prevails, that there will be sufficient stocks to fill all requirements in the next six to eight months. Even when the log input has become sufficient and

there is an actual plenty of green stocks, there will be a further period before these stocks are ready to be shipped, and it can be confidently expected that unless adequate provisions for careful and thorough drying by mechanical means are provided, there will be no shortening of this period because gum operators are fully cognizant of the absolute necessity for treating their material in the proper manner to conserve its essentially good qualities.

They will not be willing to jeopardize the rapidly improving opinion of gum or the chance for cleaning up a little immediate money on quick shipments. This fact was clearly brought out in the gathering of gum manufacturers at Memphis on the fifteenth.

What is said of gum in this section is equally true of oak, as to present and future supply. Stocks at present in both of these woods are badly broken, in fact, it is practically impossible to get any quantity of certain items. As a result of the decreased supply and the rapidly growing demand, there has been a continually strengthening market, which even now has brought both red and sap gum to a very favorable point, some stocks having advanced \$5 or \$6. Indeed there are reports of advances on certain sales that have gone up as much as \$10 to \$12, but these are exceptional cases.

The oak situation is governed by different factors as its production is divided between the Mississippi valley section and those sections east of the Mississippi, embracing Indiana, eastern Tennessee and Kentucky and the other mountain territory in that part of the country. As above stated, the southwestern oak is badly affected as to supply by the high water and the stocks already broken will not be replenished for a good many months. The oak lumber from the other sections has been moving out in good shape and stocks are not what they should be. Some of those territories also are affected by poor logging conditions and this will have a deterring effect on the accumulating of sufficient stock. It will be a good many months before there will be well-balanced stock piles of oak, considering the supply in its entirety, and with a much more favorable outlook for demand, there is nothing ahead within the range of vision that shows any unfavorable appearance.

In the northern woods the situation has been substantially improved by remarkable sales in the last couple of months. The data prepared by Michigan manufacturers is typical enough of all northern hardwoods to warrant their being taken as a close indication of what may be expected. These figures will be found in full in connection with the Michigan meeting as will figures from the other organizations in connection with reports of the various other association meetings. The vital point of the Michigan report is the remarkable reduction of stock on hand unsold at the date of this meeting as compared with the last meeting, there being 25 per cent reduction.

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The enthusiastic utterances of furniture manufacturers who participated in the Grand Rapids and Chicago shows which are just drawing to a close, leaves no room for doubt as to the condition of trade enjoyed by manufacturers of furniture in its varied forms. These shows exhibit all kinds of furniture and house equipment, and can truthfully be said to cover the entire line of woodworking factory products for household use. There is hardly a dissenting expression of opinion as to business for a number of months to come; in fact, the experience of one firm in Grand Rapids can really be considered as typical of the whole. This concern sold more goods in the first three days of the Grand Rapids show than it sold in the entire month of the last show held in July, 1915.

A careful compilation of cost of raw material by a lumberman who is pretty u. c.b. of a student of statistics, shows that Grand Rapids for the control net would have actually curried a million and a half dollars on hardwood lumber had they bought in September rather than deferring their purchases until recent months when they began to place their orders in more generous lots. This figure is based on a very conservative estimate of prices paid and is the result of a careful working over of definite figures in the possession of this man, who is eminently qualified to analyze the situation in Grand Rapids. What is true of Grand Rapids is undoubtedly true of practically all of the prominent woodworking sections, and it is also true of other woodworking lines not allied with the furniture fraternity.

This figure is of value only in that it shows that there has been an actual advance in values for hardwood lumber and it is an absolute certainty that this increase will be substantially augmented within the test two settles, it tack within a shorter period.

#### Benjamin Bruce Burns

W HEN A PRESIDENT WAS ELLCTED by the Hardwood Manufacturers' Association of the United States in its meeting last week at Cincinnati, the choice of Benjamin Bruce Burns was not an accident and was not politics. A life of work and a successful career in the lumber business made him the logical man for the place. He has been a lumberman since his first entry into business affairs. He is a native of West Virginia, and his early life was spent in the most densely forested region of that state. He was born in 1869 at Burnsville, at a little town named from his ancestors, and situated on the Little Kanawha river. Perhaps more hardwood logs and lumber have gone to market down that small sluggish stream than down any other of like size in the United States. It has been going for a hundred years, and is still going.

The father and the uncles of Benjamin Bruce Burns operated a circular sawmill at Burnsville about the close of the Civil war. Ten years later a band saw was installed at the mill, and that was an event of historical importance because it was the first bandsaw-mill in the United States or in the world. It was the invention of J. R.

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The subject of this sketch did his first lumber work in the Burnsville mill in the employ of his uncles. He was then sixteen years of age. His father had died nine years before, and the mill was operated by the uncles. The young man worked his way up from the bottom and from a small beginning. Every step was successful and he prepared himself for a larger field.

It is the transfer of the month of the W. N. Off strand C. L. Ritter and helped organize the Tug River Lumber Company, with head-quarters at Welch, W. Va., and later became interested in the Rock Castle Lumber Company and the C. L. Ritter Lumber Company. These companies became extensive manufacturers of lumber with mills in several states. Mr. Burns became active in association work, and contributed much to the success of the Hardwood Manufacturers! Association, and his election to the presidency is an appropriate and deserved honor.

His portrait appears on the front cover of this number of HARD-moon Rivers

#### Out of Date

A COMMERCE of the United States has made a report of no small importance concerning the government statistics of exports. It comes bluntly to the point with the statement that these statistics are worthless in the form in which the government has been getting them out, and it then proceeds to point out why the figures have little value. In the first place, the collection of export statistics is made under the terms of a law passed in 1821.

An old law need not be condemned simply because it is old; but in a business which undergoes as many and as radical changes as take place in the country's foreign trade, it may be presumed that a revision of methods would be desirable oftener than once in ninety-five years. A private company carrying on a business with agents and customers all over the world would revise its methods oftener than that or it would go out of business because of dry rot. But the government has drifted along, generation after generation, in the same old way, which may have done well enough in 1821 but is hardly equal to the occasion of 1916.

The national board of trade's committee goes somewhat into details in its analysis of the poor system employed in collecting data exports. One point which is strongly insisted upon is that many exports are missed altogether, because of the faulty system of collecting the figures. The criticism is not directed against present government officials, any more than against those of the past, who have simply followed precedents and complied with old laws which do not meet present conditions.

That is not the first time the government has been criticised for tailure to get out of the rut of old habit. A noted instance was discussed in lumber trade journals some time ago in relation to specifications for lumber and other timber supplies for the government. Grades are still being called for which were used many years ago when such grades were plentitul, but today they are scarce and very expensive. Lower grades might answer as well; but, it has been claimed that for many purposes the government specifications still call for the same class of white pine that was on the market before the Civil war, but can scarcely be had now. The same rule holds with other woods. It has been said that by changing some of the specifications, material good enough could be had at much lower cost; but as in the case of compiling statistics of exports, the same formula is followed, regardless of the changes which have taken place in the circumstances.

It is always easy to criticize, and the government is often singled out as a shining mark for attack, and frequently the criticism is not deserved. For that reason it is well to be conservative in finding fault. It cannot be denied, however, that the government is often too slow in changing methods which are no longer up-to-date. Roosevelt while president continually insisted on "greater efficiency," and

he got it along some lines when he was in power; but, if the findings of the national Chamber of Commerce committee are true, there were some things in the "efficiency" line which escaped Roosevelt's administration as well as several other administrations.

#### Raisins and Lumber

DRIED GRAPE AND A PIECE OF A TREE may not have very many characteristics in common, but one is a raisin and the other is lumber, and both are made to sell, and if they cannot be sold at a profit there is no good end to be reached in making them. Here begins the common ground on which both stand.

Practically all the raisins produced in America are grown in California. It is a big business confined to relatively small territory. Raisin growers and lumbermen have had the same kind of trouble. Both produced more than the market was disposed to take, and prices were forced so low that profits threatened to disappear.

The raisin growers have worked out their financial salvation, and their experience might serve as a guide to lumbermen who are seeking wider markets and better prices. The raisin men had a long fight, many discouragements, and numerous backsets before they won out. They met competition in currants (seedless raisins) from Greece and raisins from Spain and Syria. These foreign articles forced their way into the American markets, much as substitutes are now taking business away from lumber, and the California raisin growers could not sell for enough to pay expenses. They decided to put selling agents in the field. The "field," as they considered it, meant that part of the United States lying east of the Rocky Mountains. Six thousand vineyardists held meetings and discussed the situation in all its unpleasant and unpromising ramifications. They scraped together a little money and sent out a selling agent or two. They selected those who had made the most speeches in their meetings, and the most noise elsewhere, and sent them forth to sell raisins. They went, saw, and returned, without selling many raisins or bringing relief to the despondent growers.

About that time a business man, M. Theo. Kearney, by name, announced that if the growers would put up money for a campaign, he would sell their raisins at a profit which would find its way into the pocket of each grower from the largest to the least. The first item in his proposition was a salary of fifty thousand dollars a year for himself. That was met by a storm of opposition and indignation. They told him that they never had paid selling agents more than fifty dollars a week, and they had sent out some of the best orators of the Pacific Slope for even less than that. He advised them not to become prematurely excited over this salary because if they hired him, his salary would be only a beginning of what he would make them dig up; "but," he added, "if you do it, I will sell next year's crop for a million dollars more than you got this year."

The raisin growers stormed, protested and denounced, and, in the language of one of the leading vineyardists, "we cursed Kearney and he cursed back''; but as their business was in a deplorable fix, they finally met his terms, gave him the money he demanded, and he went to work. The first thing he did was to flood every postoffice in the United States with a little pamphlet, "Recipes for Cooking California Raisins." The booklets were the finest works of art that printers' ink could produce.

He worked on the theory that the raisin was a good thing, was within reach of the people, but the people did not know about it. He hit the mark the first shot. There were other things to do, but he won the campaign with the little recipe book, by acquainting the people with California raisins and explaining the numerous ways in which they could be used. He more than redeemed his promise of selling the crop at a million dollars advance. The victory was permanent. That was several years ago, and from that day to this the raisin vineyardists have been the most prosperous fruit growers of the United States. The campaign of advertising goes on, though Kearney is not in it. He died suddenly while at sea on his way to Europe, and received newspaper mention chiefly because he had on his person at the time of his death one hundred thousand dollars, which is more change than the ordinary traveler carries about with him. He had no known relative, and in his will he left his vineyard, worth a million

dollars, to the University of California to be used as an experiment station in grape culture.

Though a dried grape and a piece of a tree are different things, possibly the experience of the grape people will encourage lumbermen to persevere in their fight to place their product where it belongs. Lumber is a good thing, and it is within reach of the people; but many of them are not aware of the fact. The campaign for education already organized by the lumber association ought to do for lumber what Kearney's little recipe book did for the California raisin business.

#### The Flour Barrel's Story

THE STORY OF THE FLOUR BARREL during the past twentyfive years is the story of the campaign of substitutes against wood along a certain line. Minneapolis is an important flour center and figures representing the use of barrels there can be taken as an indext to their use in the whole country, with the exception of the Pacific coast. In 1890, which was twenty-five years ago, Minneapolis flour barrel dealers sold 3,123,945 flour barrels, most of which were for use in that district. At that time 44.7 per cent of the Minneapolis flour was shipped in wooden barrels.

In 1914 in the same field the sale of flour barrels totaled 1,218,770, or 39 per cent of the sales twenty-five years before. In the lattter year 6.8 per cent only of the Minneapolis flour went to market in wooden barrels. During that period of twenty-five years the production of flour more than doubled, but the actual use of barrels fell off nearly two-thirds, and the pro rata number declined to one-sixth.

In that particular line wood has lost heavily and substitutes have gained in a corresponding degree. The substitutes in this instance have been cotton and paper bags. There is still plenty of good wood of which to make flour barrels. The decline does not point to scarcity in barrel material. The wooden container has been losing because it is not quite'so cheap, at first cost, as the substitutes. It has lost also for the further reason that many purchasers do not buy as much as a barrel of flour at a time, and a bag of twenty-five or fifty pounds appeals to the small buyer.

That advantage for the bag must be admitted, but the barrel has advantages which ought to appeal strongly. It is more sanitary. It keeps the flour clean while on the road from the mill to the consumer. Impurities, picked up in box cars and warehouses, cannot pass through the staves and contaminate the flour. That is more than can be said of cotton and paper bags in which flour is hawked about the country. The extra cleanliness of flour shipped in barrels is worth much more than the few cents saved by purchasing it in bags.

#### Oak and Southern Prosperity

PROBABLY NO OTHER SECTION in the world is more closely cemented with local patriotism than is that section of the United States south of the Mason and Dixon line, and east of the great cattle states. It is also probable that there are few other resources which have given to such a large area a revenue comparable in general distribution to the income which has been derived from the manufacture and marketing of oak lumber from the southern states. Oak is a tree which has always prevailed in merchantable form throughout that territory and has given to these states a very considerable proportion of their wealth.

Thus it would seem that any efforts to broaden the range of consumption of oak lumber and other products of the oak tree and to bring greater money returns from the sale of such products in the South would react directly to the benefit of the whole southland. The question of appealing to local patriotism as well as to the business sense of the southerners was raised by a prominent lumberman a short time ago and certainly seems to offer an opportunity for sales work of an exceptionally effective character. Oak manufacturers would do well to make a special play to the South in the interests of a product the increased sale of which would benefit everybody in that territory.

Very often the man making the biggest row about cutting competition is first to start price cutting.

# Indiana's Wood-Using Industries



Proceedings of A May Co., Laporte R. R. Strott, Sats. Lowisville For the form of the Logarisation of the Co., Logarisation Rev. Mr. Co., Michigan City, W. A. McGreg et A. Co., Mount Ver.

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A straightful to the control of the improve their appearance; for a picture frame is meant to be ornamental as well as useful. In many instances beauty is the principal consideration, and various devices have been invented to serve it. The free traves are covered with gold leaf, or hat is no accommon thing for the finish to cost ten times as mad as the bare frame. Who it is the intention to use gold leaf, a wood is selected which a material section to the first of the post to concar second petals. and must be free from resinous and other exudations which would be hable to blister the leaf after it has been laid and burnished. Yellow poplar is often classed first among gold leaf woods, and silver maple and has violate tailed high. Theat of shor and of other white metals is much used, and its requirements, in regard to selection and projection of the cool, are smaller to these for gold-

Another class of frames is finished with gilt or enamel. These are not applied in the form of sheet or leaf, but more like paint. The covering is a thicker layer, and inequalities of the wood are less liable to show on the surface than in the case of leaf finishes. It is not so essential to polish the frame as carefully before the finish is applied, consequently the selection of the wood need not be so particular. There is room for wider range, yet exudations must be guarded against and woods rich in resin are apt to prove unsatisfactory, but the white pines do not fall in that class. Some of the finest gilt frames are of northern white pine. Basswood, however, is in larger use, though in Indiana white pine is first and basswood second. Tupelo or cotton gum, red gum, and yellow poplar are suitable for enamel and gilt work.

Frames of a third class are in wide use. The surface of the wood remains visible in the finished work. It may be varnished or oiled, but the grain is not concealed. Woods of attractive color and handsome figure are chosen. Color is more valued than figure in such frames, because picture frame molding is generally too small to show figure to advantage, but color is appreciated in even the smallest sizes of molding. The woods most valued for frames of that kind are such as oak, walnut, birch, cherry, red gum, chestnut, birdseye maple, burled ash and many colored foreign species; but all of these are not

The total demand for woods for this industry in the United States is 65,477,783 feet a year. Table 52 shows that fifteen species meet Indiana's needs. Three high priced woods are reported in Indiana. Circassian walnut costs 30 cents a foot, mahogany 14 cents and black walnut 11 cents. The cost of an expensive frame is not so much the wood in it as the work put on it. If there is hand carving, such may remain visible, with the grain of the wood exposed, as in oak, walnut, name of my and there ye or the curved ora; wents may be overlaid with gold foil, and their form only will remain visible.

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K	annually			Total cost fo. b factors	in Ind. c	out of Ind
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Indiana manufa turers use ten kinds of woods for saddles and harness. The total quantity consumed in Indiana is 2,544,300 feet a year; in the United States 9,218,000. Saddles and harness are grouped, because of their relationship. The chief item of wood in harness is the hames. This apparatus is adjusted to the collar, and by them the horse draws the load. Strong wood is required for hames, and the wood must also be hard, because tendency to wear must be considered. The only wood listed for hames in Indiana is oak, but others are suitable and are employed in other parts of the country. Among such are hickory, beech, maple, birch and hornbeam. Steel hames have taken the place of wood to a considerable extent in late years. Formerly the farmer or teamster shaped his own hames with axe, saw and drawing knife, and the village blacksmith ironed them; but few, if any, are so made now. They are a factory product.

No wood is visible in the finished saddle, except the special kind known as the packsaddle, which is in use exclusively for earrying loads. The riding saidle is covered with leather, but there is wood beneath to give it form and strength. The wooden parts are the pommel, or front, cantle, or rear, the fork, which straddles the horse's withers, and the bars which connect the pommel with the cantle. Saddles are made in many patterns and some use no wood; but a saddle that uses no wood is usually called a pad. The vaquero saddle runs to the other extreme. Its wooden frame is extra strong. It must withstand the roughest usage that the cowboy's duties make necessary.

More than half of all the wood reported in Indiana by saddle makers is beech. This wood is very strong and stiff. No softwood is used in the state. The average cost is low, and white oak is reported at the remarkable small figure of \$14.95 a thousand feet, ash at \$15 and black gum at \$14. More than half of the wood reported is grown in the state.

4	h*.*	1	* + + + K*	Total cost	Grown	Grown
	annually		7 ++ T	f. o b.	in Ind.	out of Ind.
Example 1 and the	17 * 1. 11.		1.000 ft.	factory.	Perth m	Fret b.m.
11 + h	1 725 6000	60.67	8271 679	8 10 879	575,000	850,600
Same of the speed	\$50 mid	12.31	1 > 000	6,300	200,000	150,000
It iga.	278 104	0.75	21 41	7 144, 2	275,000	3.500
White ash	. 200,000	7.03	75.00	3,000	34.41,(1(16)	100,000
White oak	= 121,700	4.27	1.4 160	1,517	55,000	66,500
Silver maple	. 115,000	4.05	31.0%	3,575	115,000	
Yel W TOL 1		7%	20.27	4.50	20,000	2,200
(Tark Alm	20.000	.70	15.00	360	20.000	
Black gum	5 000	28	14.00	112	8,000	
2 *T, T +	77 1401	13	22.00	7.7		3,500
				_		
7	2.844.300	100.00	\$21,00	8 (2,502)	1,665,000	1,176,300

MANUFACTURERS OF SAUDIES AND HARNESS.

Klamer & Goebel Evensyille Claggett Saddle Tree Co., Jefferson Ville W. Millar Saddle Tree Co., Madi Geo. J. Hummel & Co., Madison Albert Schad Saddle Tree Co., Madison Ben Schröder Estate, Madison T. J. Lewis Bros., Roann

Principles, Woodwork

Equipment for bathrooms constitutes the chief articles in this industry. The country's annual demand for wood for that purpose totals 20,313,450 feet, of which Indiana uses 2,442,000 feet. The forests and woodlots of the state contribute rather poorly to this industry, the quantity of wood drawn from that source amounting to only 5 per cent. All of the cherry and sugar maple are homegrown, and all of the red gum and basswood comes from beyond the borders of the state. The quantity of home-grown white oak and red oak is very small, in consideration of the high class of these woods produced in the forests of the state. Table 54 gives the average costs of the various woods delivered at the factories.

#### TABLE 54.-PLUMBERS' WOODWORK.

Q	uantity use	ed .	Av. cost	Total cost	Grown	Grown
	annually		per	f o. b.	in Ind. (	out of Ind.
Kind of wood.	Feet b.m.	c'o	1,000 ft.	factory.	Feet b.m.	Feet b.m.
White oak	.1.094,000	44.80	\$39.59	\$ 43,308	50,000	1,044,000
Red oak	. 594,000	14.32	35.87	21,308	10,000	584,000
Birch	522,000	21.38	32,46	16,943	50,000	472,000
Basswood	. 100,000	4.10	18,00	1,800		100,000
Red gum	. 100,000	4.10	25.00	2,500		100,000
Cherry	15,000	.61	39.00	585	15,000	
Mahogany	= 15,000	.61	140.00	2,100		15,000
Sugar maple	. 2,000	.08	60.00	120	2,000	
Total	2,442,000	100.00	\$36.31	\$ 88,664	127,000	2,315,000

MANUFACTURERS OF PLUMBERS' WOODWORK

American Woodwork Mfg. Co., Evansville Never Split Seat Co., Evansville Peerless Tank & Seat Works, Evansville Van Arnam Mfg. Co., Fort Wayne Central Closet Mfg. Co., Kokomo

#### FIXTURES

Fixtures occupy an important place among the country's wood using industries. They are midway between interior finish and furniture. They partake of the characters of both, yet in most instances they are separated by distinct differences. Furniture is intended to be moved from place to place, and to be set up anew without injury to itself or its surroundings. Interior finish is not intended to be so moved, and cannot without more or less damage. Fixtures are frequently built in place, or fastened in position, and, though when it becomes desirable to move them it may be done, they are regarded as permanent.

Fixtures may be divided into several classes, determined by the uses intended. Store fixtures include counters, shelving, showcases, cabinets, window display racks, stationary seats, benches and tables. Those for offices and banks consist of counters, railing, partitions, stationary desks and benches and cabinets. The ordinary fixtures found in saloons consist of bars, back bars, screens, gates, railing, fixed chairs and tables, display racks, cabinets and lunch counters. Restaurant and cafe fixtures include counters, cashier booths and permanent seats. Fixtures are provided specially for churches, schools, halls and lodgerooms. They are pews, benches, railings, pulpits, rostrums and many others made for particular purposes.

Fixtures are built on the same plan as expensive furniture, though there are cheap fixtures as well as cheap furniture. For the better classes, cabinet woods are in demand, and broad panels and fine railing and molding are used. Panels are built up of veneers, with cores and facing materials. Precaution against warping and checking are necessary. Columns and pilasters are prominent parts of fixtures, and here the best woods find place. Table 55 reveals the fact that cheap and costly species are fairly well balanced in quantity. Chestnut, yellow poplar, red oak, and basswood may be employed for cores, or they may serve as outside material. These woods may likewise find place as shelves, drawers, and compartments. Padouk, Circassian walnut, cherry, black walnut, mahogany, birch, and the best grades of oak are too costly to be hidden in obscure places, and they are usually found in the visible portions of fixtures. Ash, elm, maple, cypress and beech and yellow pine meet demand for both outside and inside work. Strong frames are one of the requisites, for which ash, elm, beech and longleaf pine are well suited.

Table 55 gives the items making up this industry in Indiana. Twenty woods are reported with white and red oak in the lead, followed by red gum, chestnut, yellow poplar and birch. Less than half of the material is state grown, though all of the white elm, beech, basswood, black ash, black walnut and cherry are home productions. Circassian walnut at \$300 a thousand feet and padouk or vermillion at \$400, are the most costly, and no woods have been reported in the state at higher prices. The quantities used were small.

TABLE 55.—FIXTURES.

(	Quantity used	1	Av. cost	Total cost	Grown	Growp
	annually		per	f. o. b.	in Ind.	out of Ind.
Kind of wood.	Feet b.m.	C.	1,000 ft.	factory.	Feet b.m.	Feet b.m.
White oak	. 868,900	09,07	\$43.27	\$ 37,595	472,500	396,400
Red oak	445,000	20.01	40,45	18,000	260,000	185,000
Red gum	= 205,500	9.24	23,97	4,925	3,000	202,500
Chestnut	130,000	5,84	19.85	2,580		130,000
Yellow poplar	= 103.700	4.65	28.45	2,945	15,500	88,000
Birch	. 103,000	-4.63	36,07	3,715	3,000	100,000
White elm	100,000	4.50	20.00	2,000	100,000	
Mahogany	53,000	2.38	80 47	4,265		53,000
Cottonwood	50,000	2.25	26,00	1,300		50,000
Sugar maple	. 34,000	1.53	24.56	835	16,000	18,000
Shortleaf pine	39,000	1.35	18.00	540		30,000
Longleaf pine	25,000	1.12	35,00	875		25,000
Beech	23,000	1.03	20.43	470	23,000	
Basswood	20,000	.90	23.00	460	20,000	
Cypress	15,000	.67		600		15,000
Black ash		.35	22.82	178	7,800	

Black walnut			80.00	480 270		
Circassian walnut Padouk	1,000	.05	300.00	300	3,000	1,000
Total					929,800	

MANUFACTURERS OF FIXTURES

W. B. Brown Co., Bluffton Geo. W. Grimes Co., Bluffton Actna Cabinet Co., Indianapolis Bank Furniture Co., Indianapolis Indianapolis Drug Cabinet Co., Indianapolis Wiegel Show Case Co., Indianapolis S. S. Cox Show Case Co., North Manchester

Kahler Co., New Albany Oakland City Planing Mill, Oakland City Vaught Furniture Co., Parker C. H. Brownell, Peru Standard Cabinet Mfg. Co., Urri Fry Bros. Mfg. Co., Richmond Louck & Hill Co., Richmond Conrey-Davis Mfg. Co., Shelbyville

#### MACHINE CONSTRUCTION

The articles constituting this industry are of many kinds. In building machines, which may consist chiefly of metal, certain wooden parts are essential, such as skids, levers, frames, hoppers and chutes. Though such wooden parts are small, the aggregate quantity of wood demanded in the whole country approaches 70,000,000 feet a year.

It is not practicable to compile a list of the machines included in this industry, but some of the most important belong in flour mills, sawmills, shingle mills, breweries and distilleries, foundries and woolen and cotton mills. Bellows for blacksmith shops may be mentioned as a common article listed in this industry. Drum lagging for hoisting engines is frequently reported. Cranes and derricks are among the largest articles on the list and dredge spuds belong with them. A single derrick mast may contain 500 board feet, and the beam of a spud may measure 1,000. Dust arresters in woodworking plants and factories of other kinds are usually of metal, but considerable amounts of wood are listed by manufacturers of such apparatus. Clay gatherers are frequently on the list of machines included in this industry.

Indiana's forests furnish about one-fifth of the wood consumed in the state by this industry, as is shown in Table 56. Seven of the fifteen woods are wholly supplied from home forests, while seven come entirely from outside regions.

TABLE 56 MACHINE CONSTRUCTION.

	Quantity used			Total cost		Grown
	annually		per	f. o. b.		out of Ind.
Kind of wood.	Feet b.m.	00	1,000 ft.		Feet b.m.	Feet b.m.
Sugar maple	465,000	30.38	\$32.20	\$ 14,975	170,000	295,000
White pine	201,500	13.17	44.92	9,052		201,500
Cypress		10.45	18,75	3,000		160,000
Longleaf pinc		10.19		4,189		156,000
Chestnut	150,000	9,50	17.00	2,550		150,000
Yellow poplar	130,000	-8.49	41.92	5,450		130,000
Norway pine		5.88	32.00	2,880		90,000
White ash		-3.27	45.50	2,275	50,000	
White oak	45,000	-2.94	22.22	1 000	45,000	
Hemlock		-2.78	20.35	865		42,500
Red oak		1.31	25.00	500	20,000	
Beech		.65	25.00	250	10,000	
Cottonwood		.65	50.00	500	10.000	
Black walrut		.03	50.00	2.5	500	
Red Cedar		.01	30.00	3	100	
Total	.1,530,600	100.00	831,94	\$ 47,514	305,600	1,225,000

MANUFACTURERS OF MACHINES

Geo. W. Grimes Co., Bluffton Fellwock Automobile & Mfg. Co., Evansville Indiana Road Machine Co., Fort

Evansville
Indiana Road Machine Co., Fort
Wayne
J. Lon Baker, Gosport

Nordyke & Marmon Co., Indianapolis Rockwood Mfg. Co., Indianapolis N. P. Bowsher Co., South Bend Foster Lumber & Coal Co., Valparaiso

#### Shipbuilding Is Active

Recent statistics published by the Department of Commerce show that on December 1, 1915, vessels under construction in Americal yards, or provided for by contract, aggregated 761,511 gross tons. The total number of vessels over 3,000 tons was ninety-eight and they were distributed in twenty yards, from the Atlantic to the Pacific.

The revival in shipbuilding is due to the high freights of the present time and expected for the future. Water transportation is profitable.

This increase in the construction of vessels in American yards ought to provide a large sale for lumber. Much iron and steel find place, but wood continues to fill numerous places as frames, planking, decking, interior finish, and in other ways. The total amount of wood of all kinds for ship and boat building in the United States in normal times totals approximately 200,000,000 feet a year. With the increase in ship work at the yards, there should be greater sale for lumber of all kinds, from frame material to the finest for cabinet work.



DANIEL WERTZ EVANSVILLE, IND.
PRESIDENT



C. W. KRAMER, RICHMOND, IND., DIRECTOR



WALTER CRIM, SALEM, IND., FIRST VICE PRESIDENT



# Indiana Hardwood Annual



President C. H. Kramer of the Indiana Hardwood Lumbermen's Association opened the seventeenth annual convention of that organization at the Claypool hotel, Indianapolis, on Thursday, January 20. In spite of the supposed wane of lumbering in Indiana, the meeting was notable for a new record in attendance. The gathering was most enjoyable in every particular and conformed to the traditions of this organization.

#### President's Address

Mr. Kramer's address follows in part:

The past year the hardwood trade has not been such that we can feel proud, old time precedents have proven faulty, price conditions during the year have been all but good toward the profit side of the ledger to that which our investments should and rightfully ought to command With the closing of 1915 and the opening of this year, the general conditions of our country, I believe, have been more favorable than for many years; the railroads are realizing larger net earnings; bank clearings are much better; our commodities are commanding better prices; confidence among the citizens generally is very pronounced; the market conditions for timber products have been much better than for many years past, more specifically since 1907. Indications now seem that we have a fairer and brighter outlook toward prosperity than any time during this interval.

Let us hope that every individual will abolish price-cutting and will ask and obtain a profit on all our product, then we may hope that the lumber industry will grow to a profitable basis, commensurate with its importance. We should not place margin of profit to or beyond the point that will draw substitution, as that would bring reaction and would be most disastrous to our industry.

Most of you are more or less familiar with the history of this association, how it was formed seventeen years ago by only a handful of lumbermen, down in the old Grand hotel; they felt the need of co-operating, feeling it would be the means of clipping off some and finally ridding most, if not all, of the many irregularities and sharp practices then in vogue. Some of the charter members are here today and are still very enthusiastic in the welfare of the association (in fact have a superabundance of enthusiasm). I believe as long as there remains a spark of association activity, the Indiana association will be on the list.

Many iumbermen of Indiana for the past twenty or twenty-five years have gone out of the state to other sections of the United States to find a more heavy stumpage, thinking that it was a question of only a very short while until very little, if any, timber suitable for manufacturing purposes in a commercial way, should be remaining. Much to their surprise, Indiana is today marketing to all parts of consumption of hardwoods for domestic purposes and considerable we find is even going export during this war period. We are mindful, and you have experienced that in years past, much timber has remained in the woods of not sufficient value to carry its expense to the mill to be manufactured. Therefore, it was left to rot if the owner could not dispose of it for fuel purposes. Even today with all the contribute conditions and with the commen

solidly boxed, which gives some outlet for the cheaper wood at possibly little over cost of production, there yet remains in the forest some timber of not sufficient value to cover teaming, freight and manufacture.

I should like if some plan or method could be worked out with our government authorities whereby we could exercise functions which are legal and proper, that information might be collected and published to curtail production, when an overproduction exists, and that prices current may be published.

We know Indiana as the mether of national timber; she has given five of her honored sons and loaned another, and now, we are gratified to see the searchlights are on us again, not for one son only, but the loan of another son is wanted; one to guide the ship of the National Wholesale Lumber Dealers' Association, the other, that of the National Hardwood Lumber Association. I refer to W. W. Knight and John M. Woods. I hope you will take action and endorse them for this honor.

To our members and guests, we have called you here, back home as it were, as one grand family, to break bread with us, to renew old acquaintances, to recite reminiscences, to forget our troubles and to be a friend to men, to enjoy a day of fellowship.

Secretary Edgar Richardson reported briefly on the activities of the association for the past year, stating that several firms have sold out, two members have been called by death during the past year, and that for other reasons it has been necessary to drop nine others.

He presented a list of sixteen applicants for membership. He said that there are a number of others who signified their intention to be in attendance and that he expected to get their signatures before they left Indianapolis.

Owing to the illness of the treasurer, James Buckley, this report was passed.

The reports were duly adopted.

#### Report of Forestry Committee

W. A. Guthrie, of Indianapolis, chairman of the committee on forestry, read the report of that committee, which follows in part:

The State Forestry Board has been experimenting with a great many trees, and trying to demonstrate to the land owners just what kind to grow, and how to grow them. Our technical man on the board, Dr. Stanley Coulter, the dean of Purdue University, has prepared a pamphlet giving the details and showing just what kind of trees do the best, and how they should be cared for.

In 1915 we had some money appropriated for the erection of a building on the state fair grounds. A great many people visited this exhibit in that building. Strange to say, many of the people who came to see this exhibit did not know that we had such woods in the state of Indiana. The board now has almost two bundred different varieties of woods.

There is one matter about which I think there should be more care. Many lumbermen go into a forest and take out the larger trees for commercial use, which is all right, but they don't seem to realize clearly that the smaller sizes of the trees will in time grow into larger trees.

Since I have been in the business I have bought all the timber I could use off of some tracts, at three different times, and I am not so aged, at that I would not acknowledge it, at least. The young timber takes root first, and then grows the top afterward, and it doesn't take so very long to make a pretty good sized tree, after it is once rooted especially in our oaks and gums.

After a brief talk by Daniel Wertz on membership and by W. W. Knight of Indianapolis on trade conditions, the president called on W. L. Taylor, Indianapolis, ex-attorney-general for the state, who talked on the subject, "After the War." Mr. Taylor presented some new views on this question, but showed an ignorance of the aims and present efforts of the lumber business when he stated that lumber at present is a luxury.

President Kramer appointed a nominating committee composed of J. V. Stimson, Frank Reynolds and W. A. Guthrie.

He also appointed a committee on officers' reports composed of Charles H. Barnaby, A. J. Smith and Walter Crim.

Wallace D. Riddell of the Lumbermen's Mutual Casualty Company, talked to the members on the work of that organization. Mr. Riddell said that during the year the company took in 700 new members, and that at the close of business, December 31, net cash assets amounted to \$130,761, a gain during the year of 34.7 per cent.

The president called on Alexander Hamilton, who talked on the subject of co-operation in the lumber business.

Mr. Hamilton held out a ray of hope when he stated that in his opinion there will follow after the war an increased interest in moral development, which will overweigh the commercial anxieties. He maintained that we are going to have an enlightened and educated public opinion, which will demand improvement in the new generation.

The program committee arranged for the presence of Arthur Robinson, candidate for United States senator. Mr. Robinson has already gained the title of "the boy-senator," being only thirty-six years old. He talked on general subjects, putting himself on record on certain political questions.

Resolutions were adopted on the deaths of O. O. Agler and W. O. Martin, and the secretary was requested to send copies to the families of the deceased.

J. M. Pritchard, secretary of the Gum Lumber Manufacturers' Association, and a former Indiana operator, said that the Indiana association is unique in that when a man is once a member he is always a member.

Charles H. Barnaby, chairman of the committee on officers' reports, recommended that the reports be adopted and placed on record. The recommendation was adopted by vote.

J. V. Stimson of Huntingburg, in a commentary talk, moved that the association go on record as supporting the nomination of John M. Woods for the presidency of the National Hardwood Lumber Association, at the election to be held at the annual meeting in June.

The recommendation was seconded by Charles H. Barnaby, and Van B. Perrine said that while it was possibly not in order, he wanted to "third" the motion and expressed himself in very enthusiastic terms as to Mr. Woods' qualification for the office.

The motion was carried unanimously.

E. V. Babcock, president of the National Hardwood Lumber Association, talked briefly and invited those present to come to the banquet in the evening to "hear him take a fall out of Mr. Taylor."

The nominating committee recommended the election of the following officers for the coming year:

President—Daniel Wertz.

FIRST VICE-PRESIDENT-Walter Crim.

SECOND VICE-PRESIDENT—George Palmer.

SECRETARY - Edgar Richardson.

TREASURER James Buckley.

DIRECTORS—Charles H. Barnaby, C. H. Kramer, W. A. Guthrie, J. V. Stimson, Sam Burkholder, Claude Maley, H. B. Sale, Frank Galbraith, Haines Egbert, W. W. Knight, George Waters, Frank Reynolds, Frank Sheppardson and Van B. Perrine.

The motion for the election of these officers was seconded and prevailed unanimously.

Daniel Wertz took the chair and expressed his appreciation of the

There being no other business, the meeting adjourned.

#### ENTERTAINMENT

A very elaborate and pleasing banquet was tendered to the members and visitors in the evening, the association being the host. The banquet was held in the Riley room of the Claypool hotel, which room was dedicated to James Whitcomb Riley.

Mr. Babcock was the principal speaker of the evening and took occasion to reply to the suggestion made by Mr. Taylor during the business session that wood is a luxury. Mr. Babcock said that we are all rocked in cradles made of wood, our homes are made of wood, and the coffins we are buried in are made of wood, and asked how a material that is so manifestly a necessity could be classed as a luxury.

#### Flooring Strips

The hardwood lumber item commonly spoken of today as flooring strips is made up of narrow widths of high-grade lumber in oak, usually running from selects to clears and in width from three to six inches. In quartered oak it is often the narrow stock obtained in making flitches for veneer, and also the same stock which at times is sorted out from the wider boards in quartered oak lumber. There is room for the development of another idea, and that is in strips ripped to specific width of flooring stock and trimmed to various lengths.

In a recent talk with a hardwood flooring manufacturer, who specializes in high-grade oak flooring, the subject of making a cheaper oak product was under discussion. He said he couldn't buy the oak lumber delivered and turn out the finished product at a price that would meet competition from mills in the woods and leave him a margin of profit. He said freight on the waste material involved in the manufacture was quite an important item. Then the question was put to him of the possibility of getting raw material for oak flooring ripped and trimmed to specific dimensions before shipping so as to reduce the weight and save shipping cost. In response to this he said, that so far he had heard of only one mill undertaking anything of the kind. As a rule efforts to obtain narrow strips from sawmills resulted in getting a lot of trashy stuff that really proves as wasteful in the end as if one had bought common lumber and refined it. He said, however, he had heard of another mill which had proposed to go at this matter in a business way and cut and trim flooring strips just as they would be cut and trimmed at the flooring factory before running through the planer.

It is this incident and the discussion taking place in connection with it that suggests the idea of a specific item in flooring strips, especially in connection with oak lumber. There is a great public inclination toward oak flooring today. It is one item that has made progress all this year while business has been dull in practically all other lumber lines. It's progress is hampered a little now and then by the item of cost, and if it is practical to hold this down to a reasonable basis by a systematic manipulation, cak would dominate the flooring industry in a large territory.

One of the important cost items involved is that of the freight cost on common and low-grade lumber that may be converted into cak flooring. If this can be reduced by a process of refining at the sawmill it will not only help hold down the cost of the finished article but it should serve another good purpose by making it possible for the sawmill men to utilize in this item lots of material that commonly goes to waste. It will take time and perhaps the efforts along this line will furnish the usual percentage of disappointment, yet the idea looks good enough to be worth while. There should be developed in the course of the next year or two a regular item of flooring strips, strips ripped to specific dimension at the sawmill in the woods and trimmed off for defects, ready to go into the flooring machines.

One of the big items of waste in the average woodworking institution is the waste heat in the exhaust steam. Even after the pressure is gone, there is lots of wasted pressure in steam, unless some method is contrived to use the heat advantageously.



H. B. WEISS, MEMPHIS TILNS PRESIDENT



VICE PRESIDENT.



B P DUTWEBUR MOORHUAD MISS THRST - L P DI BOSE, CHARLESTON, MISS, SEC-OND VICE PRESIDENT

# 💥 Gum Manufacturers Getting Results 💥



In oral no the second annual meeting of the Coun Lumber Maun facturers' Association, which convened at the Hotel Gayoso, Memphis, Tenn., on Saturday, January 15. President C. L. Harrison outlined the benefits that have made themselves decidedly apparent already. He maintained that persistence of effort has done wonders in familiarizing laymen with gum and spreading the interest in this remarkably adaptable and beautiful wood. He sounded a note of warning regarding the future in saying that any easing up of effort would be apt to create an over-plus of stock when all the mills are manufacturing under favorable conditions.

Chairman John W. McClure of the assessment committee pleaded for a bigger advertising fund for the coming year, it it is passible to secure it, as it seems the best policy to concentrate all efforts at this time when the wood is moving freely to broaden its markets and make the future for gum producers more certain. He favored increasing the funds by increasing the membership rather than the assessment.

M. B. Cooper, chairman of the membership committee, said that if the report had been delivered two months ago it would have been rather discouraging, but that new members are being added every day and it is expected that in the near future ninety per cent of the gum production will be represented in the membership. Mr. Cooper said it was merely a question of discussing the definite beneficial results to members with those who are in a position to join, and said that all members must work in common with the membership committee to this end. He said that all should come in regardless of output as benefits at this time will work to advantage in the future when the ent is increased.

#### The Secretary's Report

Secretary J. M. Pritchard then read his report, in substance as

The Gran Larger Manufacturers' Association has closed the second year easts 'istory and now, at the legiphing of its third year, there is a decided improvement in the general business conditions throughout the United States. We are all familiar with the depressed and discouraging conditions easies amorned the tegrining of the year 1915. Business in the United States had not yet adjusted itself to the changed conditions brought about by the European war, and at that time it was difficult to forecast when any improvement could be expected, and for this reason the officers and directors decided upon a conservative policy, recommended by the advertising and assessment committees, and no more appropriations for expenditures of money were made than were easily calculated to be within the possible revenues of the association. This policy made it necessary to greatly reduce our advertising appropriation, and confine our work mainly to efforts directed through the association office.

We are sure the wasdom of this policy will appeal to all of the members for our treasurer's report will show that on January 1 all bills of the association were paid and there was a substantial balance in the bank,

The association is also stronger numerically. During the year we have added fifteen more names to our membership roll, and at the present time we have a total of fifty-three members.

It is now encouraging to note that non-members are showing more interest in the association and we believe that a big majority of them realize the good the association has done them. We are strengthened in this belief for the reason that lumbermen, as a whole, can always be counted upon to do their part in the support of any movement which is for their good, and now that the association has proved its worth by its success in bringing gum from a position of ill repute to a leading place among other fine woods, we are sure that practically all of the gum manufacturers will rally to its support

Much of the work of the association cannot well be tabulated, but for your information we give you the following statistics which we believe largely account for the fact that upon a revival of the lumber business gum author) was the first wood to teel the benefits and it the present time is leading all other woods produced in this section.

During the year the association has sent out approximately 60,000 pieces of mail. This consisted in a distribution of booklets entitled "Red Gum Facts" and "Technical Information About Red Gum"; return post cards for tabulating users of gum lumber and veneer; letters calling attention to red gum to selected lines of industry; answers in round numbers to 600 inquiries for information about red gum, and general correspondence.

We have listed, and placed before our members, through our bulletin, about 300 names of firms with good financial rating who either have been using or have recently taken up the use of gum lumber or veneer. We have also placed before our members inquiries for gum lumber for about twenty

We have issued to our members a monthly bulletin which contained a report of actual sales of gum lumber by the members, and other pertinent intermation pertaining to our work of exploiting gum. On January 1, June 1 and September 1 we issued stock reports to our members, which showed in detail the stocks of gum lumber on hand and unsold at these stated periods.

Many of the varnish manufacturers throughout the United States have shown an interest in the work the association is doing for promoting the uses of gum, and through these varnish manufacturers we have furnished material for more than 10,000 finished samples, which have been distributed by these various factories to their customers, including architects, furniture factories, contractors and builders, and woodworking establishments of all kinds. The distribution of these samples has brought good results both for the varnish manufacturers and for the association, and it is to them that much of the increased use of gumwood can be accredited.

In addition, many special exhibits of red gum have been furnished, all of which have attracted favorable attention to the wood and have resulted in bringing it into more general use. At present Assistant Secretary J. T. Kendall is in Dayton, Ohio, in charge of an exhibit which we believe is a credit in every way to the wood we represent, and which we are sure will bring splendid results as did our exhibit at the Forest Products Exposition







JOHN M. PRITCHARD, MEMPHIS, TENN., SECRETARY.



C. L. HARRISON, CAPE GIRARDEAU, MO., RETIRING PRESIDENT.

at Chicago and New York during the year 1914. It is also likely that this same exhibit will be shown at Cleveland February 16:26.

Under the direction of the technical research committee, of which R. M. Carrier is chairman, we sent 5,000 feet of shipping dry 1" lumber to the Forest Products Laboratory, Madison, Wis., for experiments in kiln drying, and Prof. James E. Imric is here to day to tell of the results of these tests. We have also sent the Forest Products Laboratory fifteen gum logs, from which further scientific tests will be made.

We regret that conditions were such that, on account of a reduction in the production of gum lumber, our revenues were reduced to such an extent that it was impossible for us to maintain a large advertising schedule during the year 1915, but, notwithstanding this handicap, the association has been active and has, by direct methods, kept the good qualities of gum before the public. Now that gum is coming into its own and prices have advanced to a point which makes the industry more attractive, the need of the association is greater than ever, for it will be necessary to work all the harder to make the demand keep pace with the increased production, which is sure to follow.

We hope that every member of the association will co-operate with the membership committee in recruiting our membership so that our revenues may be increased to a point where we can increase our activities for broadening the market for there is much work yet to be done.

Treasurer S. M. Nickey said that receipts during the past year have been \$15,338.81; output \$14,498.61. In comparing these assets, including balance, accounts receivable and furniture, with liabilities, the report showed there is a net gain of \$2,367.09 in the two years the association has been going.

In speaking on the question of new members, P. E. Gilbert said that the actual condition of stocks should have no bearing on the decision to join the association as he personally knows of one of the new members, who has already sold every foot of stock ahead for eight months.

There followed a discussion as to the possibility of raising the assessment to the limit of fifteen cents as provided by the by-laws, in order to raise more funds as quickly as possible for publicity work. It was finally decided that the matter should be left to the assessment committee who would get the views of the association and report back with a recommendation at the semi-annual meeting, six months from this date.

The president appointed as the nominating committee, F. R. Gadd, chairman, S. M. Nickey and W. E. DeLaney.

The secretary referred to negotiations with members of the Commercial Rotary Gum Association, who have been suggesting amalgamation with the Gum Lumber Manufacturers' Association. The rotary gum people have appointed a committee composed of B. W. Lord, S. B. Anderson and Robert Stimson to confer on this question, and on motion of W. H. Russe, the matter was referred to the assessment committee which will confer with the rotary committee.

F. R. Gadd of the Wisconsin Lumber Company, Chicago, read a very able paper on "A Comparison of Costs of Manufacture and Selling Price." This appears in full in another part of this issue.

There followed a discussion of Mr. Gadd's paper, which bore principally on the question of fire insurance. One member said that all his institution's operating insurance and ninety days of fire insurance on its lumber is charged against the mill for general expense. After ninety days the lumber insurance is transferred to the sales department and charged against sales work.

Mr. Gadd said that in his figuring he uses the same method and that the period during which the insurance charge is levied against the operation is purely arbitrary and optional.

#### A Talk on Transportation

In discussing transportation, W. M. Hopkins of Chicago, covered the period from the building of the first railroads until the present. He said in part:

In the first half of that period the railroads were operated as private enterprises without governmental regulation. The price at which goods were carried and the rate of fare for travel were matters of barter between the buyer and seller of transportation. As commerce increased and competition grew more keen, the importance of the price paid for transportation became a factor of ever increasing importance in determining the value of goods, and the keenest rivalry existed between different industries competing in the same market in an effort to secure the lowest rate of transportation. Rivalry also between carriers of goods resulted in varying rates for the same transportation service on the same goods. The railroads became too strong politically, and other abuses crept in and finally culminated in a demand for control over common carriers with a view to regulating the charges and services, and particularly of removing the various forms of discrimination complained of.

Such a law, known as the Interstate Commerce act, has been on the statute books now for twenty-eight years, though it has been effective for only ten years, as during the first eighteen years of its existence no power was given by Congress to the commission to administer the act. Ten years is a comparatively short time to test the efficiency of a statute involving the adjustment of such complicated problems as the making and application of rates covering a great variety of articles of commerce involving a territory covered by some 250,000 miles of railroads and a business of something like \$3,000,000,000. It is now proposed to look into the situation with a view to determining whether the law is as comprehensive as it ought to be, and what changes, if any, ought to be made. We may expect Congress to give much attention to transportation.

That the present law has fulfilled its mission for the past years measurably well is a fact beyond controversy. It was originally defective and is still wanting in some essential elements. Some controlling authority should rest in the Interstate Commerce Commission over the issuance of securities whereby the wrecking of railway properties would be impossible. Railway companies should be required to disclose for what purpose additional securities were to be issued and to what purposes money derived therefrom is to be used. If this were to be done the financing of the railways would present very little difficulty. Railway securities would be attractive to small investors if the public could feel that funds were safeguarded by some governmental agency.

Many students of transportation are inclined to the view that a single regulating body over common carriers would be better for all concerned than the dual system of regulation by states and the national government. The law contemplates that each commodity transported shall bear its fair share of the total transportation tax and no more. There is a fair dividing



T. K. CONN. A ZOOG CITY. MISS. WHO TALKI FON FIGURED RED GLM



J. W. MCCLURE, MEMPHIS, TENN, WHO TALKED ON MARKETING OF GUM



THOMAS W. TRY ST. LOUIS, MO., TRUSTLE

treate and what is an and a contributor commodity should fairly contribute and what is an and a confirmation. The determination of a just and project to be applied for a given service on a given commodity is one of pure count interest to the a mufacturers and shippers of freight.

An therefore, should be noted. In those days when rates were made by I walk central it will be found that the lowest rates were always made on 2 and newrite in large volume between large commercial centers, but lunfor 2 nearly is distributed from the null to the local yards and thence to the consumer so that when the tariff became the actual factor in detertions the actual rate for the first time in 1906, low rates were not published on lumber to represent the actual rates paid, as was the case on many other commodities.

#### Proper Handling of Gum

Janes E. Imme of the Forest Products Laboratory, Madison, Wisa, oblivessed the meeting on the proper handling of gum in air and kilndrying. He described the microscopic structure of wood, and stated that red and black gums are perhaps the simplest in structure of all the hardwoods, and might be expected to offer little resistance to drying. His acidress follows in part:

The problem of drying woods is one that should be studied for each wood separately, because the structures of different woods vary so greatly that the method found best for one may not meet the requirements of another. Shrinkage depends largely upon the rate of drying, but not wholly. The best process for any wood is found oy actual trial. Just how much the shrinkage of gum is influenced by the temperature and drying rate is not known at present, but there is no question that the method of seasoning affects the shinkage of the gums; however, it is just possible that these woods may shrink longitudinally more than normal, thus furnishing another cause for their peculiar action under certain circumstances.

The grain of the wood is a prominent factor also affecting the problem. It is this factor, coupled with uneven shrinking, which is probably responsible, to a large extent, for the action of the gums in drying. The grain may be said to be more or less indeterminate. It is usually spiral, and the spiral may reverse from year to year of the tree's growth. When a board, in which this condition exists, begins to shrink, the result is a crop of opposing stresses whose effect is sometimes disastrous. The shrinkage around the knots seems to be particularly uneven so that checking at the knots is quite common. The cells of some woods, as western red cedar and redwood, become plastic and soft when hot and moist, and they may collapse. The gums are known to be quite soft and plastic, if they are moist, at high temperature, but they do not collapse so far as we have been able to determine.

The properties of wood which affect the seasoning of the gums, are in order of their importance: (1) the indeterminate and erratic grain; (2) the uneven shrinkage with the resultant opposing stresses; (3) the plasticity under high temperature while moist; and (4) the slight apparent lack of cohesion between the fibres. The first, second and the fourth properties are clearly detrimental, while the third may possibly be an advantage in reducing checking and case-hardening.

#### EXPERIMENTAL WORK

The speaker described seasoning work done on gum at the Madison laboratory. The material was furnished by the Carrier Lumber & Manufacturing Company, Sardis, Miss. The car of lumber contained about half 1st and 2nd, inch sap gum and half firsts and seconds inch plain red gum, lengths 12 to 15 ft, and averaged 12 in, wide. This stock was in the pile six hours after leaving the saw. The 1st and 2nd sap gum in 12 and 14 ft, lengths was piled the latter part of December, 1914, and was in the pile

five months. The 16 ft, stock and the 1st and 2nd plain red gum was pited in November, 1911, and was six months old. The piles were eighty courses high and six feet wide. The piles were spaced about 3 or 4 ft. mart.

When unloaded at the Forest Products Laboratory, this material was badly warped and checked and contained approximately 15 per cent moisture expressed in per cent of the dry wood weight. The boards were open piled in a very careful manner in the laboratory yard and covered over with a tarpaulin to shed the rain. From time to time, four kiln runs were made in attempt to kiln-dry the material successfully.

The aim of the investigation was to work out the proper methods of kiln drying inch air seasoned sap and plain red gum lumber. The problem seemed to be one of reducing the already severe warping, to prevent the formation of new cheeks, and avoid casehardening.

#### Теп Вох Митнов

Perhaps the most important factor in good kiln-drying, especially in the case of the gums, is the method of piling. Proper piling will greatly reduce the loss due to warping. A good method of piling is to place the lumber lengthwise of the kiln and on an incline crosswise. The warm air should rise at the higher side of the pile and descend between the courses of lumber. The reason for this is very simple and the principle has been applied in the manufacture of the best ice boxes for some time. The most efficient refrigerators are jeed at the side, the ice compartment opening to the cooling chamber at the top and bottom. As the warm air from above Is cooled by melting the ice, it becomes denser and settles down into the main chamber. The articles in the cooling room warm the air as they cool. so it rises to the top and again comes in contact with the ice, thus completing the cycle. The rate of this natural circulation is automatically regulated by the temperature of the articles in the cooling chamber and by the amount of ice in the icing compartment, hence the efficiency of such a box is high.

Now let us apply this principle to the drying of lumber. First we must understand that so long as the lumber is moist and drying, it will always be cooler than the surrounding air. As the lumber dries, its temperature gradually rises until when perfect dryness results it is equal to that of the air. With this fact in mind, it is clear that the function of lumber in a kiln is exactly analogous to that of the ice in an ice box, i.e., it is the cooling agent. Similarly the heating pipes in a kiln bring about the same effect as the articles of food in the ice box, viz, they serve to heat the air, Therefore, the air will be cooled by lumber, causing it to pass downward to the piles. If the heating units are placed at the sides of the kiln, the action of the air in a good ice box is duplicated in the kiln. The significant point in this connection is that the greener and colder the lumber, the faster is the circulation. This is a highly desirable feature. A second vital point is that as the wood becomes gradually dryer, the circulation automatically decreases, thus resulting in increased efficiency, because there is no need for circulation greater than enough to maintain the humidity of the air as it leaves the lumber, and about the same as that of the entering air. Therefore, we advocate either the longitudinal inclined pile, or edged stacking, the latter being more preferable when possible. One by one inch crossers were placed every two feet. We have found that much less warping results with edge stacking as both sides of the boards dry at the same rate and so shrink more nearly alike. This is important in drying gum lumber.

#### PRELIMINARY STEAMING

Because the fibres of the gums become plastic while moist and not without causing defects, it is desirable to heat the air-dried lumber to about 200 degrees F. in saturated steam at atmospheric pressure in order to reduce the warping. This treatment also furnishes a means of heating the lumber

very rapidly. It is probably a good way to stop the sap staining of green lumber, if it is steamed while green. We have not investigated the other effects of steaming green gum, however, so hesitate to recommend it.

Temperatures as high as 210 degrees F, were used with no apparent harm to the material. The best result was obtained with the temperature of 180 degrees F. After the first preliminary heating in steam to 200 degrees F, higher temperatures may be used with air dried gum. The best method of humidity control proved to be to reduce the relative humidity of the air from 100 per cent (saturated steam), very carefully at first and then more rapidly to 30 per cent in about four days. If the change is too marked immediately after the steaming period, checking will invariably result. Under these temperatures and humidity conditions, the stock was dried from 15 per cent moisture, based on the dry wood weight to 6 per cent in five days time. The loss due to checking was about 5 per cent.

From time to time during the runs the material was resawed to test for casebardening. The stock dried in five days showed slight casebardening, so it was steamed at atmospheric pressure for thirty minutes near the close of the run, with the result that when dried off again the stresses were no longer present. The material from one run was steamed for one hour at atmospheric pressure and proved very badly casebardened but in the reverse direction. It seems possible that by testing for the amount of casebardening, one might select a final steaming period which would entirely eliminate all stresses in the wood.

#### KILN-DRYING OF GREEN RED GUM

A short time ago, fifteen fine, green red gum logs 16 feet long were received from Sardis, Miss. They were in excellent condition and quite green.

It has been our belief that if the gum could be kiln-dried directly from the saw a number of the difficulties in seasoning might be avoided. Therefore, we have undertaken to find out whether or not such a thing is feasible. The green logs now at the laboratory are to be used in this investigation. One run, of a preliminary nature, has just been made, the method and results of which are given below.

This method was really adapted to the drying of southern pine, but one log of the green gum was cut into 1 inch stock and dried with the pine. The heartwood contained many knots and some checks, although it was in general of quite good quality. The sapwood was in fine condition and as white as snow almost.

This material was edge stacked with one crosser at either end and one at the center of the 16 foot board. This is sufficient for the pine but absolutely inadequate for drying green gum. A special shrinkage take up was applied at the three points. The results proved very interesting in spite of the warping which was expected with but three crossers in 16 feet. The method of circulation already described was used. It is our belief that edge piling is best for this method.

This method of kiln-drying depends on the maintenance of a high velocity of slightly superheated steam through the lumber. The object is to maintain the temperature of the vapor as it leaves the lumber, at slightly above 212 degrees F. In order to accomplish this result it is necessary to maintain the high velocity of circulation. As the wood dries, the superheat may be increased until a temperature of 225 degrees or 230 degrees F. of the exit air is recorded.

The 1 inch green gum was dried from 201 per cent to 11.4 per cent moisture, based on the dry wood weight in 45 hours. The loss due to checking was 10 per cent. Nearly every knot in the heartwood was checked. The knots would be eliminated in any case, so this loss might not be so great. It was significant that practically all of the checking occurred in the heartwood. The loss due to warping was 22 per cent. Of course this was large, as not nearly enough crosses were used for gum. It is our opinion that this loss due to warping can be very much reduced by using say eight crossers and providing for taking up the shrinkage. A feature of this process which is very important is that the method absolutely prevents all sap staining.

Another delightful surprise was the manner in which the superheated steam method of drying changed the color of the sapwood from pure white to a beautifully uniform, clean looking, cherry red color, which very closely resembles that of the heartwood. This method is not new by any means as several patents have been granted on the steaming of gum to render the sapwood more nearly the color of the heartwood. The method of application in kiln drying green red gum, we believe to be new, however. Other methods for kiln drying this green stock are to be tested until the proper process is developed. We expect to have something interesting to report in the near future.

#### CONCLUSIONS

In conclusion, let me review the main important points brought out in this address. The structure of wood was discussed so that the gums might be correctly classed. The properties of wood and especially the ones effecting the drying of the gums have been explained. We have discussed the drying of air-dried 1 inch red gum and submitted a successful method of kiln-drying this lumber. Special stress has been laid on the efficiency of edge stacking. Finally, the results of the kiln run on green red gum have been presented and certain interesting points emphasized.

#### Gum After the War

Col. S. B. Anderson addressed the meeting on the topic of gum's place after the war. He reviewed the shutting off of exports, by which much of the best of the lumber which had been going abroad was forced to stay at home. Necessity and low price forced it upon

the market here and it entered channels where it was unknown before. It made good as furniture and finish material, and the speaker expressed the belief that it would hold that place after the close of the war. The association had done much to find that market for the higher grades of gum. It was considered not improbable that recovery of the European countries from war's losses would be rapid and that this recovery would both directly and indirectly help the gum market. Col. Anderson summed up the situation as follows:

The low prices following the beginning of the war enabled it to secure a permanent footing in the American markets, and the foreign demand which must follow the close of the war will undoubtedly produce a market which will, together with the American market, put gum where it belongs, and will secure to the producer a permanent and healthy demand at fair and lucrative prices. I am looking for a better lumber business than the trade has enjoyed in many years, and I believe that gum lumber will secure its proper place amongst the other woods, which means that the manufacturers of this product will reap their fair share in the good times coming. To the war may be attributed a fair share of influence bringing about the hoped for conditions.

#### Gum's Field and Destiny

The field open to red gum and the destiny which awaits this wood were discussed by Fred K. Conn, president of the Bayou Land & Lumber Company, Yazoo City, Miss. He likewise referred to the value of association work in attaining the desired ends. He said in part as follows:

Association work is the life of any industry. We cannot expect to prosper without it any more than we can expect the separate units which go to make it up to prosper without cooperation. I am referring to our individual business. If we do not get the unselfish, loyal support of our employees, we cannot, and will not make much progress. When we do have it, we succeed. This association offers the opportunity for each one interested in gum to become a cog of the great wheel in the work of the association, and right here I want to say that there is no good reason why each individual or organization connected in any way with gum timber or the cutting of gum logs should not become a member. There was a time when I might have thought that the reason for their not coming in was a selfish and pecuniary one. That cannot be today. There are no interested persons so narrow or short-sighted who cannot see the advantages of this work. They can remain outside our ranks, and, no doubt, receive some benefit, but it is an old fogy notion to allow ourselves to entertain an idea that big brained business men are willing to sit back and ride to success on the efforts of others. They want to be a part and parcel of that effort. There is not one of us who does not feel fully repaid for the time, effort and money we have contributed to this work. We are proud of it. must do more. Our work has barely started.

We need members, and we must not stop until the combined and individual efforts of this association have drawn into our ranks every eligible member obtainable. We want the individual effort and assessments but we have reached a point where that is not so important when we compare it to the unlimited advantages given through combined strength when we add a new member to our list. Co-operative educational association work will solve problems; in fact, meet any emergency which arises. With it we will, in a comparatively short time, be able to place gum in an enviable position as compared to mahogany, walnut, and, in fact, any of the beautiful woods of value. We have a wood with individuality, and without imitation can give to the public the rich and beautiful, at prices within the reach of all. At the same time, we have a utility wood which is unsurpassed. Yet the Lord in all his wisdom, realizing when all of the other timbers were exhausted that it would be necessary to have an all purpose timber, a small portion of which contained a rich and rare quality necessary to satisfy the desires of the most fastidious nature, gave us in the midst of It is rich, it is this abundant and wise supply an occasional figured tree. rare, it was meant for the millionaire. On account of this richness and rareness, it is possible for this item of our commodity to be placed among the woods of value, and is worthy of our careful consideration in manufacture and selection. The real value of the raw material in this highly figured wood should be considered seriously by all of us.

We manufacturers of gum lumber have been crippling along all of these years, trusting that the day would come when we could realize a profit, but, before we can expect to do this, we must let the people know what we have, and when we do, we can get the profit. It is within our power, gentlemen, to add millions to the wealth of this great southland, and, at the same time, give to the people of the world a commodity which they want at a lower price than any other wood of equal beauty and utility, and I am confident that we are now on the right track to accomplish this end.

#### The Marketing of Gum

John W. McClure addressed the meeting on the subject of marketing gum, but disclaimed any intention of covering all phases of the extensive theme. He said that 1916 holds great promise for the gum industry. His address follows in part:

Not for ten years have prospects been so bright for a year of satisfactory business. It is well that we now study the causes which have contributed

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#### Short of all Day See

This sudden increase in demand has found a comparative shortage of dry stocks, which is another factor in recent improved conditions. However, 201 of steel ist two at teation to say a and have compared that with our sales report service as an indication of the demand, have been enabled to take advantage of opportunities as they presented themselves, while non-members were still groping in the dark, and were not equipped with information to enable them to grasp the situation. Thus is proven the statement that this association is indispensable to the intelligent marketing of gum lumber.

The return of presperity in the gum trade is accompanied by dangers which should not be overlooked. First of these is the danger of overproduction. This country is probably facing an era of commercial activity unprecedented in our history, but we must realize that this fever will run its course, and be followed by natural reactions. Nothing will hasten this reaction more than overproduction. In a broad sense we can do nothing to restrict production out the mills commonce running in double shifts, the contagion will spread until the market is overloaded and a sudden reaction would bring disastrous

Here again is the necessity for association work. Because demand is strong and prices satisfactory is no reason for a relaxation of our work. On the contrary there is, under these conditions, more work to be done than ever before. More opportunities present themselves for extending the market and the dangers of overproduction are greatly lessened by intelligent efforts in the direction of increasing the demand. Furthermore our members have in our information service a true indicator of the relations between supply and demand and are thus in position to regulate their output accordingly.

Another danger which usually accompanies a scarcity of stocks and strong demand is the marketing of partially dry stock in gum. During the past two years producers of gum have found no difficulty in holding their stocks until bone dry and buyers have supplied their requirements in thoroughly dry stock. A change in these conditions brings a strong temptation not only to push partially dry stock on the market but to misrepresent the dryness of the lumber. In this lies the greatest danger of reviving the old prejudice against gurn and turning the newer buyers lack to other woods. Many lowers who are now well acquainted with the nature of the wood, if they cannot obtain bone dry stock, may purchase shipping dry lumber and handle it with satisfactory results providing they know the exact ego of the lumber. Either by carrying the lumber on their yard, or by special handling in the drying processes, they can avoid the dangers of warping but when only partially dry stock is sold as thoroughly dry and is run through the factory with only ordinary handling, trouble will surely result. Scrupulous statements as to the dryness of stock quoted and sold will pay big dividends in satisfied customers.

#### Williams to the Us

When it is considered that gum lumber is used for more different burposes than any other wood, and that new uses are constantly being found, the possibilities of specializing in gum begin to be realized. From the gum tree we get practically two kinds of lumber, the red and the sap portions

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#### Election of Officers

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Very President B. H., Reicher Monte ad, Mosson, A. et B. H., 1983, A. P. H. (B. C.), et on, Masson, A. et al. Carty M. et al. (B. C.), et on, Masson, A. et al. Carty M. et al. (B. C.)

Tau Sites F. K. Conn. Yazeo City, Miss.; M. B. Cooper, Memphis, Tenn.; W. McClure, Memphis, Tenn., and C. L. Harrison, Cape Girardeau, Mo. These trustees whose terms hold over from last year are: F. B. Robertson, Memphis, Tenn.; F. R. Gadd, Chicago, III.; E. A. Lang, Chicago, 111., and Thomas W. Fry, St. Louis, Mo.

The nominating committee escorted Mr. Weiss to the chair. Mr. Weiss is one of the most pleasing of impromptu speakers. His talk had a humorous as well as a serious vein in it. He pleaded for cooperation from beginning to end from the members and talked particularly on the necessity for every assistance in giving to the secretary the information called for in all requests for reports.

F. R. Gadd recommended in order to provide for quorums at all meetings of trustees that the board be increased from eight to twelve and the term from two to three years. On motion, it was decided to bring up the matter at the next meeting, with the usual thirty days? notice, as the question will involve a change in the by-laws.

The meeting then adjourned.

#### Statistics of Lumber Output

The Forest Service will make a cens is of the 1915 lumber production in co-operation with the National Lumber Manufacturers' Association. The association has printed the schedules for the Forest Service and will assist in getting delinquent reports. The schedules will be sent out by the Forest Service the last of December and the first week in January. It is expected that a preliminary statement can be issued by May 1, 1916, giving the approximate production of lumber in 1915 by states, and also for two or three of the most important species, reports on other species to follow as rapidly as possible. It is important that lumber manufacturers give immediate attention to the schedules when they are received by filling them in and returning them promptly, since delay on their part will hinder the Forest Service in compiling the preliminary statement at an early date. Lumbermen generally are realizing the fact that the compilation of production data is of immeasurable value to the industry.

During the past ten years, the Bureau of the Census has, except for 1913, done this work for the Forest Service, but is unable to undertake the 1915 lumber census. Because of the urgent need for annual lumber production data, the Forest Service is to get the figures for 1915 with the assistance of the National Lumber Manufacturers' Association.

The most common criticism heretofore has been the long delay in publishing the figures. It is therefore encouraging to note that special efforts will be made this time to get the data in the hands of the public as soon as possible.

# X Cost of Log Run Gum F. O. B. Cars X

#### Editor's Note

The following is an address delivered by F. R. Gadd of the Wisconsin Lumber Company, Chicago, before the Gum Lumber Manufacturers' Association in session at Memphis, Tenn., January 15, 1916.

At the convention held in this city a year ago I submitted a scheme of accounts and explained in detail the manner of distributing charges to the different accounts. You all doubtless remember this discussion, so I am not going into this detail again at this time, but will talk more along general lines, especially as I understand my remarks are simply intended to start the discussion on the subject which should prove beneficial to all of us.

In the first place, the subject of this discussion, "What Is the Cost of Log Run Gum F. O. B. Cars," is peculiar in itself. Usually the question is asked "What does it cost to manufacture different grades and thicknesses of lumber?" The cost of log run lumber f. o. b. should not be difficult to obtain. It requires a system of accounts to which, the charges having been properly distributed, the results will show the total manufacturing cost. By this I mean an average cost of all lumber produced, or the log run product of the mill.

There is no doubt that there is a considerable difference in the cost of sawing various kinds of woods; there is also probably a difference in the sawing of different thicknesses, but how to get at it I have never been able to figure out, and as to the cost of producing the different grades out of a given log, I believe it costs precisely as much to place a high-grade board on board cars as one of the lowest grade, except possibly quarter-sawed stock. If in any way you attempt to apportion the cost between high and low grades, it can be done only on an arbitrary basis, and when you do that you immediately destroy the cost principle at the outset. This is a matter of opinion and may not be in accordance with your views. If this opinion is sound we are then back to where we started, and find that the correct cost is on a log run basis; or, in other words, an average cost where stumpage and all cost of manufacturing the different kinds of woods into lumber are thrown into a melting pot and averaged. I am quoting a portion of these remarks from a new and excellent book upon "Lumber Manufacturing Costs," written by Arthur F. Jones of Milwaukee.

It is possible, however, to adjust this average cost of all woods to the extent of the differential in stumpage values. For instance, we will assume the average cost of manufacture is \$10.00. To this the stumpage on gum of, say, \$2.00 can be added, making a total cost of gum lumber produced \$12.00; or the stumpage on oak of, say, \$6.00 can be added, making a total cost of oak lumber produced \$16.00.



F. R. GADD, CHICAGO, ILL.

For inventory and selling accounts, where profit and loss figures are required, it is possible to make a fairly accurate distribution of this average cost over different grades. It is presumed that every manufacturer keeps an accurate tally of the amount of lumber cut each month and the amount of each grade of each kind of lumber. To illustrate this I have prepared a few charts which I will explain. This practice was illustrated not long ago in an article written by R. B. Goodman, and published in the various trade papers, although we have been using a similar system in our business for some time.

First determine the market value f. o. b. mill; next the percentage of different grades cut; multiply one by the other which gives you a figure representing the percentage of market value for each grade; total up this column and you have the total log run market value; deduct from this the cost of production and you have your profit or loss; deduct this profit or loss from the market value of each grade and you have the stock or in-

ventory value of each grade, and as it is the market value, less profit, it is for all practical purposes the cost value. If the theory that it costs as much to produce a low-grade board as a high-grade board is sound, it is reasonable to figure that the profit on one might arbitrarily be considered to be the same as on the other, and that is what I have done here. In pricing an inventory, something of this kind is absolutely necessary. You may have nothing left in the yard but low-grade lumber which it would obviously be improper to price at the average cost. In illustrating this I have used only the FAS and common grades. Other grades, and possibly thicknesses, can be added if production figures are obtainable.

As the lumber is shipped out add dry kiln and planing mill expense, if any, and cost of shipping. As the market price f. o. b. mill changes it is obvious that profits will change if the manufacturing cost remains the same and the inventory values will change correspondingly. This is very likely to occur, but if in shipping out your lumber you charge off against your sales the oldest lumber on hand, according to the books, the results will average themselves over a period of time, provided of course that the inventory be subject to an annual review.

Now, a few words as to cost systems. Systems and cost statements innumerable, showing every conceivable phase of the cost of manufacturing lumber and how these costs should be arrived at, have been

#### EQUALIZATION OF SELLING VALUES TO COST OF PRODUCTION

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If the charges to these general accounts have been properly made the final results should be fairly accurate.

I salm to be a year ago a set of forms to be used in connection with a lumber cost system. This time I have simply prepared a composite cost sheet showing the cost of manufacturing, selling and shipping lumber. A copy of this statement follows:

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First, and most essential, is the log cost. It is in the woods that the money is made or lost; for that reason you must have a scheme of accounts that will illustrate the results of the operation in the minutest detail. Every expense in this department must be brought into the cost, as it can be taken care of nowhere else. The expense of laying and taking up log spurs, depreciation and overhead charges at stall be proceeded for in the cost.

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Stumpage—This represents stumpage on own timber, and which six his becharged into cost at a value that well ever guish the timber myestment, plus taxes, interest and all other carrying charges within a given period. A great many lumbermen take up stumpage at the price they paid for the timber. This creates a false showing. Stumpage should be taken up at the price it would cost to replace it were it to be exhausted today. The original cost of stumpage will double in less than ten years, as interest must be figured on a compound basis to be accurate.

After the logs are delivered at the mill it is then a manufacturing proposition, and this includes all expense incidental to manufacturing the log into lumber and placing in pile. This is another department

stars to be a discounted as a lood charge soft every nature most be fully taken care of.

Depreciation should be charged direct to departments instead of leaving it in the general overhead.

Insurance may comprise fire, boder, liability and fidelity insurance, all of which must be charged direct to departments affected. Liability insurance is a direct charge on labor.

The next step is to sell and ship the lumber you have produced. This includes the expense of selling with all its incidental expense; taking down lumber, inspection, loading, repiling and regrading of layouts, and any dry kills or planing mill expense, as that is a process of getting the number ready torish pment and not a manufacturing expense.

Fixed charges, or overhead, such as depreciation, taxes, insurance, general expense, etc., are ascertained, and as a rule distributed under special instructions. It is one thing to determine what are fixed charges and quite another to arrange for their equitable distribution. The aim is to have each unit of product bear its due and proper proportion of the total.

Taxes on timber holdings should be charged to land and timber account, on lumber stocks to your trading account, and on plant to mill and its different departments.

General expense comprises all expense that cannot be charged direct, such as traveling expenses, telegraph and telephone, stationery, postage and other office expense, insurance, depreciation and taxes on office building, etc.

Repairs and Maintenance: Each department must take up all of the cost of repairs and maintenance that can be specifically charged to it. Ordinary expenditures for repairs and maintenance are intended to maintain the plant in a condition of efficiency, and do not generally increase the original value of the plant or add to the term of its established life. In other words, ordinary repairs and renewals are for the purpose of keeping the plant in an operating condition and as such cannot be capitalized or considered as an offset\_ to depreciation.

This completes the items of expense f. o. b cars. I have worked out only a monthly cost on the form you have before you, but this form is so prepared that the monthly cost can be compared with the cost for the previous month and for the year. To the cost for the year should be added die expense, deferred charges and cost ad justment items that have accumulated and which have not been taken up direct in any monthly cost in order that the yearly cost may be complete and include every item which should be included in the final cost of product.

There is little excuse for charging interest on plant and working capital costs. One goes into business to make money, and by charging up interest to cost one is simply anticipating profits which are purely speculative. Certainly there is no justification for including interest in inventories.

I have possibly wandered away from the subject somewhat, and may not have made the kind of speech I was expected to. If I have not I trust there are others here who will bring the discussion into its proper channel.

In conclusion, I want to repeat one thing I said to you a year ago and that is that this association can do no better work for its members than to perfect a uniform accounting system with standardized forms and accounts which should be flexible enough to meet the requirements of all hardwood mills.

In the vast variety of belt conditions there is ample room for many forms of lacing. One may not arbitrarily say of any one form, "This is the best."



# The Furniture Expositions



The January furniture expositions are on in Chicago and at Grand Rapids, Mich. These are the regular semi-annual events. The two shows are meeting with unusual success. The attendance is much larger than that at the last two meetings, and sales are much better. The visitors represent a wide territory and come from most of the states east of the Rocky Mountains and a few have attended from far western states. The exhibitors are much encouraged by the fact that visitors come with their minds made up to buy liberally. This is interpreted to mean that confidence in a large retail trade is firm and widespread.

No marked evolution or revolution is observable in the furniture business, so far as styles and patterns are concerned. Changes are going on, but they are conservative. Furniture has fashions, the same as clothing, but there is no tendency to swing quickly from one extreme to another. A style that comes in and meets with approval from the public, is destined to remain a considerable time.

There is at present, and has been for some time, a tendency to revive period styles, but there is no craze on that subject. Original ideas, if meritorius, meet with favor from the public, and side by side with old period fashions may be seen new creations which meet with instant favor. So far as period furniture is now in use, the various periods may be seen in the exhibits at both Chicago and Grand Rapids, but perhaps to better advantage at the latter place than at the former, because more attention is given to the matter at Grand Rapids. There are a number of well-recognized periods in furniture, some of which are not in vogue now, while others are again in fashion. Following are some of the recognized period styles, with their characteristics and dates:

Origin	Characteristic	Date
Egyptian	Cold and severe	3500 to 5000 B, C
Grecian	Graceful	700 to 200 B. C.
Gothic	. Pure and religious	. Twelfth century
Louis XIV	. Massive and elaborate.	1643-1715
Louis XV	Graceful and feminine	1715-1774
Louis XVI	Severe and geometrical	1774
Empire	Military	. Napoleon's reign
Chippendale	Oriental	. 1710
Heppelwhite	Straight	1775-1800
Sheraton	Classical	.1764-1500
Adam	Cane	1760-1800
Mission	Massive	1692-1750
William and Mary	Plain	
Queen Anne	Frail	
Jacobean	Slender and graceful	1750
Colonial	Mixture	1700
MATERIAL STATE OF THE STATE OF		

The very old styles do not appeal to the modern user of furniture and they are seldom met with in furniture stores. A few pieces are sold as freaks and curiosities, but not for practical use. The styles of the past two or three centuries are the ones which are having their run now.

#### WOODS IN USE

The exhibits of furniture bring the fact prominently forward that certain woods have preference in different classes of furniture. In high-class pieces one sees only five or six kinds of wood, as a usual thing, oak, mahogany, walnut, birch, gum, and maple. It would be difficult to say in what ratio these woods are used in fine furniture, as the outside, visible part. Oak clearly holds first place in quantity. Some time ago the word went out that quartered oak was yielding to plain oak. That is not the story told by the January furniture shows. Quartered oak is right at the front. Considerable variation is seen in the finishing. The golden color is seen everywhere, but there are darker tones in great profusion, with much so black that it might pass as an imitation of Austrian oak. The darkest tones are frequently seen in plain wood rather than in quartered.

Mahogany holds about the same place as in the past, no more or no less of it being in use; nor is there any noticeable change in the finishing. There is one feature, however, which might be rated as a force to push mahogany out of use for certain parts of furniture. Some of the period styles have slight, slender legs, spindles, arms, and other parts; and mahogany not being a strong wood, is giving

way to substitutes of stronger woods in those slender parts. Birch is nearly always the substitute in such places. It may be finished to look so much like mahogany that the difference is hard to detect. It is much stronger than mahogany.

It should not be inferred that birch's chief use by furniture makers is as a substitute for mahogany. It has a place of its own. A favorite place for birch is in large chairs, davenports, hall racks, bedsteads and other bedroom furniture. It is a favorite wood for opera chairs.

Some very fine pieces of furniture are of red gum. It passes frequently for Circassian walnut; but since it has become generally known that this walnut is nearly unobtainable on account of the war, there is less disposition to let gum pass as Circassian. Many manufacturers label it gum, and the public will hardly believe it, frequently insisting that it must be imported walnut. Quarter-sawed gum makes a distinctive showing and it is seen in very fine bedroom suits. It is a fact, however, that the furniture exhibits show less of the finest kinds of gum than might be expected. The appearance is splendid but the quantity seems too small. This wood has a strong run as the inner parts of furniture, in the form of veneer sheets and panels. It is much used for all parts of cheaper furniture, from medium grades of dining and bed room sets to furniture for kitchen and pantry. It thus appears along with yellow poplar, cottonwood, tupelo, willow, elm, basswood, and pine.

Some fine bird's eye maple is shown, but the quantity does not seem to be so large as formerly. There is no lessening in the quantity of maple used as interior parts or as the sole or chief material of kitchen furniture.

#### BLACK WALNUT

Black walnut is having its day again in the furniture trade. It had another day some forty years ago at which time most of the better classes of homes had pieces or sets of walnut furniture; but the product of that day fell considerably short in artistic workmanship, compared with the walnut furniture now being turned out by the best of factories. It was then considered as a nice but common wood. It now goes in the class of the finest cabinet woods and is treated as such. The wood ranges in cost about with mahogany, or perhaps a little lower; but the best walnut furniture sells as high as that made of choice mahogany, and it is worth it. The finest workmanship is bestowed upon it.

Much more walnut is shown at Grand Rapids than in Chicago. Some of it cannot be excelled in appearance by any wood, or by furniture made anywhere. Some veneer is used, but most of the best walnut furniture is solid. This wood supplies a wide field for the exercise of the finisher's art. Some of the finish is in tones nearly as light as Circassian, other resembles mahogany, and in some instances the black walnut finish is so dark that it passes for ebony. The old furniture makers who handled walnut half a century ago fell short of showing the wood in all its beauty.

The massive pieces of solid walnut furniture give the wood carver an opportunity to do his best work. Viewed as a whole, the furniture shows lay little stress on figured black walnut. It is doubtful if the walnut burl holds the place in the market that it held once. Very fine figured doors and panels are seen, but there seems to be no straining after effects by making figured walnut prominent. Plain wood, and the ordinary figure due to the annual growth rings, are depended upon to win walnut its place of esteem with the public.

The clothes chest which has long been made of cedar almost exclusively, is beginning to appear in black walnut. It is not claimed that the odor of walnut will drive insects away, as has been claimed for cedar; but no wood presents a more attractive appearance than walnut in this household article.

#### VENEERED AND SOLID

The statement has been made that veneered furniture is giving way to solid. The correctness of that claim is doubtful. At any rate, it is difficult to prove, and first of all, a careful definition should

n the surface is found all through; that a piece of furniture is all throughy table, for example, if solid, is all mahogany—the interior—the outside parts.

With a sixting of or it may be state of his versions are more longely

a solid walnut table, he does not want one covered all over the outton of the covered to the covered all over the outton of the covered which is totally hidden from sight.

a recommendation of the expect the inner lightly and the expecting and warping. Solid lumber might tail to stand up where veneer panels of the expect to the expect to the expect as walnut and mahogany, which are not hable to warp or check after they have been seasoned. Farmiture of such woods can be safely made of lumber, and it is often done.

The decree of the transfer of the fact that the public demands much "solid" furnitare; but much of this solid furniture is of veneers built with panels, tops, and even heavy legs, as in the case of tables. An Austrian oak library table, valued at \$700, had deeply carved legs, and these legs were built up of half inch lumber, yet it was a "solid" table. Heavy "solid" church furniture is often mide of thin lumber, glued together to form thick pieces. If there is bending to do, as in pew backs, the bending is often done with each piece of lumber separately, and they are afterwards glued together to form the pew.



# Conditions Around Memphis



(Report received January 20.)

The Mississippi river at Memphis centinues to rise slowly. It was expected that the crest would reach Memphis some time last week but the appearance of further heavy rains in the upper tributaries of the Mississippi has caused more water to be taken care of and it is now predicted that the crest will not reach here until the latter part of this week. It is estimated that the stage will run from 4012 feet to 43 feet. The inside figure is that given by the official forecaster while the outside figure is named by other river authorities. Already there has been considerable interruption to the production of hardwood lumber and lumber products along Wolf river in North Memphis as a result of high water, while in New South Memphis some plants have found it impossible to continue operations. At the same time some of the lumber companies in New South Memphis have found it necessary to remove lumber to high ground to prevent overflow. The levee system and respect the littles in North Memphis will prevent overflow of any portion of the city, but will not prevent interference with woodworking plants along Wolf river. Reports from the entire Mississippi valley indicate that the levees are in good condition and that they will hold all of the water in sight without giving way. Along White river in Arkansas, conditions are not quite so tayorable as there were breaks in the levees last spring which have not yet been wholly repaired. There is, therefore, a considerable area along that stream inder water. The high water in tributaries of the Mississippi in Arkansas has interfered to some extent with hardwood manufacturing as some of the mills on these have found it necessary to suspend operations at least temporarily. This is the highest water ever known at this time of year and it has been the occasion of much surprise as well as not a little chagrin on the part of lumber interests who are naturally anxious to keep their plants going on full time because of the large demand for lumber and because of prospects for a continuation of such conditions.

The log situation has undergone little if any change during the past fortnight. Further rains have occurred in the Memphis territory and both cutting and hauling have made comparatively little progress. A decided shortage of logs has been a conspicuous feature of the situation for the last few weeks and members of the trade say that conditions in this respect are gradually becoming more acute and that a great deal of forced curtailment has already resulted from inability to secure necessary raw material. The hope is expressed that more favorable weather may soon prevail so that logs may be brought out with greater freedom. However, this is the time of year when the

weather is generally rather unfavorable and no very great confidence is expressed in the ability of lumber manufacturers to draw anything like at adequate supply of logs. Officials of the Gum Lumber Manufacturers' Association dealt with the searcity of gum logs and the president of the Commercial Rotary Gum Association, in his annual address here a few days ago, declared that gum logs were remarkably scarce and that there was the veriest scramble for the available supply. The conditions which obtain with respect to gum also apply to other hardwoods and it is conceded on all sides that production of lumber is considerably below normal and that indications point to a continuation of this condition until the weather is such that a more adequate supply of tinder may be secured.

As a result of searcity of logs and the high water in the Mississippi and its tributaries, both of which influences tend toward the restriction of output, the market for hardwood lumber is extremely firm, with a tendency toward higher prices. It is the consensus of opinion among hardwood interests here that prices are altogether in favor of the seller and it is notable that this view is borne out by the fact that bayers are far less independent than heretofore. They are going around trying to buy lumber, whereas, for a long while, they sat in their offices and let the southern holder of lumber do the sweating. It was brought out at the meeting of the Commercial Rotary Gum Association that prices on gum had advanced \$3 to \$5 per thousand within the past several months and information was given out at the annual of the Gum Lumber Manufacturers' Association indicating an advance of \$4 per thousand on gum lumber within the recent past. Lumber of practically every description is in good request and conditions from a price standpoint are in as striking contrast with a few months ago as could well be imagined. There seems to be, as already indicated, very little prospect for any material increase in production and meantime lumber is being shipped out at a rate that tends toward a further decrease in stocks. Lumbermen therefore cannot see how the situation can change and they logically expect somewhat higher prices. John W. McClure, president of the Southern Hardwood Traffic Association, in his address before that body recently, said that the year promised to be one of the most prosperous in the history of the lumber industry, and S. B. Anderson, president of the Anderson-Tully Company, in his talk before the Lumbermen's Club of Memphis on January 15, asserted that the lumbermen were facing a profitable harvest if they only took advantage of the conditions which were distinctly in their favor.

While some of the mills which have heretofore been out of commission have resumed operations, a goodly number of those which have been running are now closed down on account of the scarcity of timber and the high water. Thus, production in the Memphis territory has doubtless shown a decrease rather than an increase, with the result that the resumption of operations on the part of some mills has not had the effect which might have been calculated. Among the big mills which have recently resumed or which are preparing to do so at once are the Lamb-Fish Lumber Company, Charleston, Miss., Houston Bros., Vicksburg, Miss., and the D. K. Jeffris Lumber Company at Natchez, Miss. These firms have already made arrangements for an adequate timber supply and they will be able to keep their machinery going steadily. However, as already suggested, their production is perhaps more than offset by the forced decrease in output in other directions.

As giving a concrete idea of the scarcity of timber, it can be stated on the authority of one of its officers that the Valley Log Loading Company, which loads a large percentage of the logs received at Memphis and at other points on the Yazoo and Mississippi Valley line of the Illinois Central and the Memphis-Marianna cut-off on the St. Louis, Iron Mountain & Southern, has shut down all of its logloading machinery for the reason that there are no logs on the right of way of these roads ready for loading. J. W. Dickson, president of the company, says there is water everywhere in the valley, that ox teams were sold freely last year when beef was high, that conditions for logging are highly unfavorable and that a log famine is pretty close at hand if not already here.



# Forestry Association Meeting



The thirty-fifth annual meeting of the American Forestry Association was held in Boston, Mass., January 17. Many delegates were in attendance from the New England States, and smaller numbers from other states, including Georgia, North Carolina, Virginia, New Jersey, Pennsylvania and New York.

The association elected Charles Lathrop Pack as president to succeed President Drinker whose term had expired. Mr. Pack was one of the earliest advocates of forestry and conservation of natural resources in this country. He studied forestry in this country and in Europe, and was one of the first to recognize the immense value of the southern pine forests, because they were largely immune to injury by fire.

In President Pack's address, upon the occasion of his election, he urged the importance of continuing the appropriations for the purchase and administration of Appalachian lands in the interest of forest preservation. The appropriation made under the authority of the Weeks law has been exhausted, and unless additional provision shall be made, the work so well begun will come to a stop.

President Pack discussed the taxation problem, as it directly affects forest lands, and argued that the tax burden when laid annually upon property which may be growing into value but is producing no revenue, as is the case with forests which are not ready to cut, may lead to incalculable harm to the community or state by compelling owners of forest land to clear it of its timber and let it lapse for non payment of taxes.

He likewise touched upon the subject of the waste in lumbering, due to the lack of a profitable market for the lower grades. Because it is unprofitable to take out of the woods, or ship from the mill these low grades, the speaker estimated that material worth \$100,000,000 annually is left to rot or burn.

An address by E. A. Sterling, manager of the trade extension department of the National Lumber Manufacturers' Association, pursued further the line of argument introduced by President Pack on the subject of the influence of low prices on forest waste. He said that there has been over-production of lumber, greatly reduced demand and low prices, which have made, in many regions, even incomplete utilization of standing timber unprofitable. The lumbermen have been facing the most critical period in the history of the industry, and their success or failure in devising ways and means for the betterment of conditions, and the stabilizing of the lumber market will have a very marked influence on the future development of forestry. The capture of certain parts of the lumber market by substitutes has likewise borne fruit in an increase of waste in forest and mill.

#### MISCELLANEOUS ADDRESSES

The meeting was addressed by a number of able speakers and specialists, and New England was strongly represented. It is to be regretted that other parts of the United States did not send delegates in order that representation might have been wider and

more general in regard to territory.

Harold Parker, chairman of the Massachusetts Forest Commission, advocated the restoration of New England's old forests, but leaving the fertile areas to the farmers, and the areas adjoining towns and cities to the suburbanites.

J. W. Toumy of the Yale Forest School advocated the establishment and maintenance of county, city, town, school, and other woodlands, in addition to state and national forests, and he cited some of the systems in Europe as examples.

H. H. Chapman, likewise of the Yale Forestry School, saw the fight against injurious insects as the foresters' big problem. He wanted tree information carried to farmers by means of bulletins and lectures, and insisted that through trained foresters alone could effective results be reached, and that politics must be banished root

H. T. Fernald, Massachusetts State Nursery Inspector, gave a practical talk on certain tree diseases and how best to combat them. W. W. Colton, city forester of West Newton, Mass., addressed his remarks to the subject of city forestry and its future.

In addition to a large number of vice-presidents, the officers elected were the following:

PRESIDENT—Charles Lathrop Pack, N. J. TREASURER—John E. Jenks, Washington, D. C. EXECUTIVE SECRETARY—P. S. Ridsdale, Washington, D. C.

DIRECTORS-John S. Ames, North Easton, Mass.; E. T. Allen, Oregon; Robert P. Bass, New Hampshire; Herman H. Chapman, Connecticut; Dr. Henry S. Drinker, Pennsylvania; J. E. Rhodes, Louisiana.

As a lubricant to use on an oil stone, kerosene oil gives the best results, as it not only enables the stone to "take hold," but also keeps it clean and prevents it from filling up.

A wood chopper can work hard enough to keep himself warm, but if a wood finisher is expected to do so his work is not apt to be income-producing.

When a big sawmill finds that it pays to reduce the cut 5,000 feet per day for the sake of getting more lumber out of the same amount of logs, it is a lesson in economy and good management that should be taken to heart by more operators.

Lubricating oils should be selected upon a basis of what they will do in actual use upon the machines in operation. Woodworking machines frequently operate under very trying conditions and the oils should be tried under these conditions.

All hoisting engines should be kept covered during rainy weather, if possible. The frictions getting wet may cause them to hang or do some other thing not in order. The valves should be examined frequently, as a slip may mean a serious mishap.

# Interesting Traffic Developments



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Description presented various statements showing rates charged by other carriers for the transportation of lumber for similar distances. Complainant also introduced statements showing rates charged for the transportation of lumber from and to various points. Careful analysis of these statements convinces the commission that the increased rates assailed are not unreasonable.

Another conclusion of the commission is:

Complainants ship lumber into central freight association territory in competition with lumber dealers at St. Louis, Mo., who get their lumber from the southwest. In Northbound Rates on Hardwood, 32 I C C 521, and 54 I C C 708, we found that the curriers had justified an increase of 2 cents per 100 pounds on hardwood lumber from various points in the southwest to St. Louis. As previously stated, the maximum increase effected to Ohio river cities from the points of origin here involved was 2 cents per 100 pounds.

This important opinion of the commission is reiterated in a decision last week in the case of the Baker-Wakefield Cypress Company, of Plattenville, La., against the Texas and Pacific:

Shippers are chargeable with knowledge of the legal tariff rates, and the definite specification by shippers of the more expensive of two or more available routes relieves carriers of the duty of forwarding the shipments over the cheapest route.

The commission comments on the case, in part, as follows:

The shipment was delivered to the Texas & Pacific Railway, routed specifically in the bill of lading "Via Alexandria-I. M. & S.-Dupo, III.-Big Four-C. & O. Del'y." and moved as routed. Charges were collected at a through rate of 34 cents per 100 pounds, composed of a specific basing rate of 16 cents to Thebes, Ill., and an arbitrary of 18 cents beyond. A joint rate of 26 cents per 100 pounds was concurrently in effect over routes through New Orleans, La. Complainant states that before making the shipment it was advised by the local agent of the Texas & Pacific Raniway at Plattenville that the lowest rate applied over the route the shipment moved. The Texas & Pacific denies that its agent so advised complainant, but the issue joined is immaterial.

Two steamship cases came up in which hardwood manufacturers are interested indirectly and hardwood timber owners are more concerned. In the case of the Black and White River Transportation Company versus the Missouri Pacific the Commission did a rather unusual thing when it ruled that

The increased through charges resulting from the cancellation by the defendant rail carriers, in May, 1912, of joint rates in connection with the complainant on lumber and other forest products taking the same rates from landings on the Black and White rivers, in Arkansas, to interstate destinations on the defendant's lines, not found justified, and the reestablishment of joint rates required.

Practically all of the traffic on the Black and White rivers is in forest products. The ruling is expected to have an influence on various mills. Some had already moved from the river to the railroad and others were contemplating a change. This decision is expected to allow river traffic to be put on a more substantial foundation with the

probabilities favoring more manufacturing of lumber along the river. Nearly the entire area tributary to the river is heavily wooded. Most of the timber is virgin.

The other steamship case brought down an opposite decision.

Upon petition that the defendant railearriers operating between points in the east and Memphis, Tenn., be required to establish through routes and joint rates from eastern points to Pine Bluff, Ark., via Memphis, in connection with the Memphis & Arkansas City Packet Company, which operates a steamboat between Memphis and Rosedale, Miss., and the Pine Bluff & Rosedale Packet Company, which operates a steamhout between Rose-tab and Pine Bluff; and that such joint rates be less than the present all-rail rates. The commission held that the interest of the public does not require that through routes and point rates be established while prevailing conditions continue. Complaint was dismissed.

In the case of the McLean Lumber Company versus the Alabama, Tennessee & Northern Railway the decision is summed up as fol-

Rate of 16 cents per 100 pounds charged for the transportation of logs in carloads from Boyd, Ala., to Chattanooga, Tenn., found to have been unreasonable to the extent that it exceeded 13.5 cents per 100 pounds. Reparation awarded.

The Beekman Lumber Company of Kansas City was supported on all points of its contention with the Missouri Pacific. Demurrage charges accruing at point of origin as a result of refusal of defendant's agent to forward a shipment as tendered by complainant was found to have been collected unlawfully. Reparation was awarded.

Reparation has been allowed by the commission in the following

Mt. Vernon Manufacturing Company versus Wabash, Chester & Western; Central Mill and Lumber Company versus Central Rallway of Arkansas; Fullerton-Powell Hardwood Lumber Company versus Central Railway of Arkansas; Dermott Land and Lumber Company versus St. Louis, Iron Mountain & Southern; J. W. Darling Lumber Company versus Railway and Navigation Company; Krauss Bros, Lumber Company versus Yazoo & Mississippi (two cases); J. C. Turner Lumber Company versus New York, New Haven & Hartford; B. Johnson & Son versus Louisville & Nashville; South Arkansas Lumber Company versus Vandalia Railroad Company; The Hon. Tomlinson Company versus Louisville & Nashville; Bunker-Culler Lumber Company versus St. Louis. Iron Mountain & Southern, and American Lumber and Export Company versus Louisville & Nash-

The H. W. Taylor Company of Chicago won its case against the Wabash Railroad Company. Rates charged for the transportation of wooden railroad ties in carloads from St. Louis, Mo., to Chicago, Ill., found to have been unreasonable to the extent that they exceeded the aggregate of the intermediate rates contemporaneously applicable to and from East St. Louis, Ill. Reparation awarded.

A hearing will be held in Memphis February 14 before Examiner Mackey in which various southwestern lumber matters will come up.

The proposed withdrawal of joint commodity rates on lumber, in carloads, from points of origin on the Yazoo & Mississippi Valley to Spokane, Wash., and to other points in Washington and Oregon, have been suspended until May 11. The present rate is seventy-five cents. The proposed combination rate is ninety-two cents.

The demand for decoration in furniture, interior finish, and other lines, makes wood carving more popular than ever. In this connection it is interesting to note the great progress made in the manufacture of wood carving machinery. Comparatively few, even among machine operators, are aware of the possibilities of modern wood carving machines.

The saw-tooth roof and the northern light coming from overhead, furnish pretty near the ideal in shop and factory lighting.



# Hardwood Manufacturers' Annual



The atmosphere was surcharged with genuine optimism and confidence in further and unchecked improvement in hardwood markets at the fourteenth annual meeting of the Hardwood Manufacturers' Association of the United States, held at the Hotel Sinton, Cincinnati, O., on Tuesday and Wednesday, January 18 and 19. The prospects of an unusually strong program and the desire to talk things over brought together a more representative body of lumbermen than has gathered at these conventions for a long time.

All the reports supported the belief in the future of the association, which maintains a sound fit.

ancial condition and is growing in membership steadily.

President John H. Himmelberger opened the business session with a meaty report and summary of the present and the future. His address follows:

### Address of President

It gives me pleasure to welcome you to this, the fourteenth annual meeting of the Hardwood Manufacturers' Association, and to extend you greetings in behalf of its officers and board of governors.

The situation that we look upon today is very different from that of one year ago. The clouds that then darkened and depressed the business life of our country, and especially of our industry, have lifted and I cannot but feel that all signs now point to a period of prosperity such as we have not experienced in years.

Optimism and faith in the future should be the spirit of this meeting; I believe conditions warrant both.

The past three months have seen the inert and exhausted lumber industry spring back to life and strength with a vigor that means prosperity for some time to come. Orders are plentiful—for some kinds and grades almost too plentiful, for the pendulum has swung far to the other side, and instead of a surplus of stock at the mills as there was a few months ago, there is now actually a shortage of many items.

The beginning of the year is a time of planning for the future, and I shall not prolong this address by recounting the past, further than to say that one fond hope that many of us carried home from our last meeting has not been realized.

I refer to the adoption by both of the hardwood associations of one set of rules for the measurement and inspection of hardwood lumber. In my address last year I stated that I believed we were all agreed that there should be only one set of rules. The seed sown at that meeting developed into conferences of committees of the two hardwood associations, but unfortunately their efforts came to nought.

On February 18, 1915, a committee from your association met with the executive committee of the National Hardwood Lumber Association, at the Blackstone hotel in Chicago. At this meeting the National Hardwood Lumber Association was represented by the following members of its executive committee: E. V. Babcock, president; Hugh McLean, chairman of inspection rules committee; C. H. Barnaby, Theodore Fathauer, T. M. Brown, W. E. Chamberlain, and Frank F. Fish, secretary. Representing our association were J. H. Himmelberger, president; W. E. DeLaney, chairman of the executive grades committee; L. Isaacsen, R. M. Carrier, E. A.

Lang, F. R. Gadd, B. B. Burns, and W. H. Weller, secretary. At this meeting the two committees reached an agreement upon one set of rules for the measurement and inspection of hardwood lumber, with the understanding, however, that before the agreement became effective, it would be necessary for the executive committee of the National association to submit the proposed rules to its inspection rules committee for its approval, and to be then submitted to the membership at the annual meeting, and also it would be necessary for our committee to present the matter to our board of governors for its approval. The board of governors of our association approved the agreement but the inspection rules committee of the National Hardwood Lumber Association refused to approve of the

action of the executive committee of its association and our efforts failed to accomplish any definite results. I believe, however, that these conferences left both sides with a better understanding of each other, and perhaps the carnest effort made by those committees shall not have been entirely lost.

The Hardwood Manufacturers' Association holds itself at all times in readiness to confer with any organization that has for its object the betterment of the industry, and the development of one set of rules for the measurement and inspection of hardwood lumber

In April last we began publishing our monthly sales report. This sales report is a record of actual sales of hardwood lumber as reported by our members. In our first booklet on sales report, sales to the amount of a little over 5,000,000 feet were reported. In our December 15 sales report actual sales to the amount of over 31,000,000 feet were reported, an increase of 500 per cent in eight months. While this increase is extremely gratifying, at the same time it is by no means as complete as it should be, and I trust that every member of this association who is not already doing so will resolve to henceforth make these reports as requested by your secretary. That these sales reports even now, with only a small proportion of the membership reporting, are appreciated by those who receive them, and that they are of value is evidenced by the fact that a number of our members are requesting extra copies to place in the hands of their salesmen, as well as by the number of letters of commendation received from contributing members. These sales reports are sent to all members who contribute by reporting their sales.

J. H. HIMMELBERGER, CAPE GIRARDEAU, MO., RETIRING PRESIDENT.

members would report sales, the sales reports alone would be worth many times the cost of membership in the association. If all members would report stocks of lumber on hand and contribute credit information from time to time, as requested by the secretary, these features of your association could be made much more valuable to the membership.

It is absolutely vital that your officers have the co-operation of the members of the association to succeed. The benefits derived will be in direct proportion to the extent to which you as members co-operate with them. Our association is in excellent condition. Our membership is increasing. We are out of debt, and as will be shown by the treasurer's report we have a nice balance in the treasury. If the members of our association could be induced to co-operate with its officers in the various activities of the association to the same extent and as faithfully as they pay their membership dues, we would have an association which in the scope of its activities, membership and influence would soon dominate the



RATER MAY MEMBERS HANN SECOND MOTERRESIDENT



LLON ISAACSON, COAL GROVE O TREASURER



W H WELLER CINCINNATI, O. SECRETARY.

and the server defined the

Now at the words of the rest of

A such as that we see into inspire a seer that shell bring us opporture. Let us the such a presence of working with your association, for through it you can keep in touch with constantly changing conditions as you can in no other way.

Opportunity is knocking at the door of our country today and lumbers, it is to be a cool . It is a time for standing together, it is a time for a standing together, it is a time for a standing together at it is a time for a standing together as perhaps some of us have in the past, for the improvement of conditions which affect our industry. The government has no desire nor intention, so far as I am able to observe, to lay the hand of censure upon any body of men that has for its purpose the betterment of any business enterprise.

In an address delivered December 1, 1915, before the Association of National Advertisms, in New York City, Vice-Chairman Hurley, of the Loderal Triols Commission, said:

There should be a greater degree of organization and of mutual helpfulness in all lines of trade and industry, so that American business may be welded into a commercial and industrial whole, the part of the government being to cooperate with business men, on request, to bring about the results that will benefit business and hence promote our national welfare. One of the most effective forms of organization is the trade association. The association has a wide field of useful and proper activities. Concrise in the same industry may take common action looking toward ling roung their processes of manufacturing, standardizing their product and anaprope by their system of ascertaining costs, obtaining credit information and in ouraging the development of trade journals.

From this it will be seen that the government looks with favor upon any organization which has for its object the improvement of the industry it represents, and whose purpose is to serve alike the large and the small member of that industry. So let us prepare ourselves better to meet the future by studying our problems together and thus increase our efficiency. We need to be better manufacturers; we need a better working knowledge of our costs so that we can conserve our natural resources, and we need to be better merchants so that we can serve our customers and ourselves better, but we cannot be all of these if we work alone, each for himself. The greatest success can come only through united effort.

We have kept these thoughts in mind in preparing the program for this meeting and believe that the addresses that will be delivered here will be most helpful to all and I sincerely hope that every man who has come to Cincinnati to this meeting will attend every session, for at each of them be will learn something that he can take home and apply directly to his own hashess

In conclusion, I desire at this time to thank the board of governors, the officers of the association and the various committees appointed during the year for their support, help and co-operation during the past year.

Dr. Stanley L. Krebs of Philadelphia delivered a stirring and distinctly inspiring address in which he succeeded in reconciling the science of mental suggestion as variously applied and governed, to the practical problems of business—problems of selling and advertising, of course.

Dr. Krebs reviewed the development of the occult art and showed how it has been taken from the realm of the purely mysterious and has been put to money-making uses by the modern man. The value of the art is dependent upon five laws as follows: 1, Iteration; 2, Indirect suggestion; 3, Positives; 4, Attractive; 5, Expected attention. Three, four and five go together because they govern the shaping of an effort in the mind of the salesman or advertiser. One and two

show the application of the policy for nulated.

The specker and that iteration of at idea is one of the most essential principles of salesmanship and that to this end it is necessary to get the thought in the most concrete form possible, so that it can be used time after time to produce the desired result.

By indirect suggestion, he referred to the possibility of increasing sales and often landing a tough customer by having a favorable suggestion brought to the buyer's attention by a third means—through a friend or in some other way.

He said that the value of suggestion is greater than of argument, as argument naturally causes a certain resistance which must be over-

The third law refers to the necessity of refraining from using any negative suggestion that would tend to plant the wrong impression in the buyer's mind. Dr. Krebs said that any thought can be expressed both positively and negatively, and the latter should always be avoided.

Dr. Krebs had a way of talking that made a decided hit. He had a pat illustration for everything he advanced.

Following this talk the meeting adjourned until 2:30.

The program announced that the reports of secretary and treasurer would not be read but would be given out through the trade press. They follow here.

Report of Secretary

Your association, in reporting upon the work of the past year, does not have to apologize for failure of accomplishment. Success has crowned its efforts to serve its members and to be of real help to the hardwood industry.

Your organization comes through a long period of depression in a healthful and prosperous condition. Its members have, of course, suffered with other lumbermen, but there have been no failures within their ranks. The financial condition of the association is excellent. With all bills paid to date of closing the books, January 1, there is a substantial balance in the bank, as evidenced by the treasurer's report, with enough outstanding dues to bring up the balance to a point as high as at any time in the history of the organization.

This association has taken a very active interest in the trade extension work of the National Lumber Manufacturers' Association, which was launched a few months ago. Many of its members have subscribed very substantial sums to its support—probably as much relatively as those of any other organization. In addition to this, it has furnished for the traveling lumber exhibit, which has been prepared to show in the various trade centers of the country and at retail lumber meetings, samples of all the southern hardwoods that are manufactured by its members.

The purpose of this work is to expand the markets for forest products and protect them against the encroachment of substitutes, and it should have the support of every lumberman. All who have not subscribed to it should do so at their earliest convenience because it is a movement that must be supported largely by the manufacturers and distributors of lumber.

A new feature of our work this year is the Report of Actual Sales of Hardwood Lumber. This report is just what its name indicates, a report of actual sales. No prices are given that are not taken from reports of members. Through this medium members are supplied with current market information and with this report in hand there is no excuse for any one not







R. H. VANSANT ASHLAND, KY.



W. B. BURKE, CHARLESTON, MISS.

\$3,984.02

having an intimate knowledge of prices that are being obtained for any kind and grade of southern hardwood. It is particularly useful to the smaller mills, whose production is not large enough to warrant the maintenance of a sales department.

The report is sent to those members who contribute to it, to the trade journals and to a number of the departments at Washington, among which is the Federal Trade Commission.

A new edition of our standard book of grading rules was issued October 1, 1915. No changes in the rules have been made this year, and the new book differs from that of May 1, 1913, only in that the changes which were made in the rules for box boards, elm, maple and sycamore, at Memphis, January 21, 1914, were incorporated; the substitution of our old rules for the measurement and inspection of logs by those of the Southern Log Association of Memphis, which were adopted by the board of governors at its meeting on July 9, 1915, and the omission of the rules of the Southern Cypress Manufacturers' Association, which was done at the suggestion of Secretary Geo. E. Watson of that organization. Our rules not being published simultaneously with those of the cypress association, and owing to the possibility of changes in the cypress rules, it was thought better to omit them from our book and publish instead a note explaining that the grading rules of the Southern Cypress Manufacturers' Association, New Orleans, have been adopted by the Hardwood Manufacturers' Association of the United States and that copies would be furnished upon application.

Hundreds of copies of the new grading rules have been distributed upon application to forest schools in many states and the various departments of the United States government, whose inquiries now specify Hardwood Manufacturers' rules, except in special cases where only their own rules are used.

This book is the largest and most complete set of rules published by any lumber organization, and with the sales code, which is incorporated in it, affords complete and ample protection to both buyer and seller.

The Hardwood Manufacturers' Association was represented in the reclassification meeting, in Chicago, on September 15, by a committee composed of F. R. Gadd, chairman, B. F. Dulweber; W. E. Weakley and W. E. Mr. Gadd, as chairman of this committee, was selected by President Downman of the National Lumber Manufacturers' Association as a member of his working committee, which is to represent the lumbermen in working out the details that are finally to be presented to the Interstate Commerce Commission in connection with the re-classification matter.

The board of governors has held five meetings since the last annual meeting. The dates were as follows: January 29, March 4, July 9, September 23 and November 20.

Mill instruction work has been supplemented by a number of inspectors' meetings, which will be continued throughout the next year. All members are urged to avail themselves with the free services of our chief inspector for the purpose of checking up their inspection force, bearing in mind all the time that the keynote to successful marketing of lumber is correct and uniform grading and that an efficient inspection department is of first importance.

The commercial report, with which you are all familiar, has grown to such an extent that it is now in demand by practically all of our members, and is considered indispensable by them in passing upon their credits.

There are now on file in the secretary's office reports on hundreds of lumber buyers and consumers, which are immediately available, but in every instance where an inquiry is received from a member for a report on any concern a new circular is issued to the membership asking for their recent

experience. This method of handling the report insures members of prompt service and up-to-date information.

In conclusion, I desire to thank the officers and members of the association for the support they have given me and to impress upon them that now more than ever, lumbermen should co-operate for the upbuilding of their industry. There are numerous, ever recurring problems to be solved-too numerous to mention here. You are all familiar with them; they are part of your everyday life. They can only be met by working unitedly, shoulder to shoulder. This kind of effort begets success.

### Treasurer's Report

Cash in bank January 16, 1915	.\$ 3,537.73
Cash in office January 16, 1915.	. 1.99
Cash receipts from January 16, 1915, to December 31, 1915	. 21,068.82
Total cash	. \$24,608.54 . \$20,624.52
Cash in bank December 31.         \$3,983.77           Cash in office December 31.         .25	\$ 3,984.02

# TUESDAY AFTERNOON SESSION

The afternoon session was opened with the appointment of the following committees:

COMMITTEE OF OFFICERS' REPORTS: J. W. Maybew, G. W. Hand, W. E. Berger, Frank Satterwhite and W. A. Crawford.

COMMITTEE ON RESOLUTIONS: W. A. Gilchrist, R. L. Hutchinson, W. G.

Ward, L. P. DuBose and Frank F. Fee.
COMMITTEE ON NOMINATIONS: W. E. DeLaney, chairman, W. T. Schnaufer, W. I. Barr, E. B. Norman.

# Trade Extension Activities

The meeting was then addressed by E. A. Sterling, manager of the trade extension department of the National Lumber Manufacturers' Association, his subject being the results of recent work and the plans formed for future activities. He briefly reviewed the organization of the trade extension department and what steps it has taken up to the present time to place lumber properly before the consuming public. The address is summarized as follows:

Steps are being taken to advertise the merits of wood through brief bulletins or trade tracts addressed to particular classes of users. Among such tracts already prepared or under way are the following:

- "Lumber in Modern Structures."
- "Lumber in Modern Structures."
  "Mill Construction."
  "The Selection and General Characteristics of Structural Timber."
  "Fire Retardents."
  "Dairy Barns."
  "Horse Barns."
  "Poultry Houses."
  "Cribs and Granaries."
  "Implement Sheds."

Two lumber exhibits have been prepared which will be shown at about twelve conventions and meetings during the winter. One is a traveling exhibit for retail association meetings, and another of special character for the Dayton Industrial Exposition, and the Complete Building Show at Cleveland. At both of these exhibits sections of the common commercial woods of this country will be shown. There are models of barns, silos,







W. D. DELANEY, LEXINGTON, KY.



W. H. DAWKINS, ASHLAND, KY.

Log houses, and mill constructed building. Arrangement are soing made for permanent lumber exhibits in several large cities.

Bota in connection with the exhibits, and independent of them, the trade extension department will be represented at twenty six convention and association meetings during the winter. These will establish a basis of direct contact with dealers, manufacturers, and the wood consuming public.

A line of activity which is working out very successfully is the organization of city groups of lumbermen to co-operate with existing city organizations in promoting their local lumber trade. Meetings with the local men have been held in ten different cities, and the necessity of concerted action pointed out, if a reasonable demand for lumber is to be maintained, and the inreads of the substitute materials offset. One of the developments in this line has been the establishment of closer co-operation between local dealers and architects, engineers, and builders in various cities. It has been found that architects and engineers welcome such co-operation, and are very glad to have information presented in regard to the possibilities of using wood in construction.

Another result of trade extension activity by city dealers is local newspaper advertising. The money spent in this way is for the direct benefit of the local trade, and since the merits of nearly all other building materials are presented to the consumer in his local papers, it is absolutely necessary that lumber be advertised in the same way. Another result of this activity is that the newspapers give more space to news items regarding the use of lumber and conditions of the trade, and in some cases a lumber column has become a regular newspaper feature.

### Industrial Preparedness

James A. Theory, coursel for the National Manufacturers' Association, addressed the meeting on the subject of business preparedness, in substance as follows:

I am sure that we realized the community of interest that is peculiar to our day among all sections of this great country; nay, more, how many of the interests within it are watching the sunrise of an international day? I am sure that no man who sits within the sound of my voice and who passed through the depressing spring of 1914 but remembers that the first zons of the Furgoe it, war so need to strike the first down at our staggering business, and our first thought was that it deprived us of many things upon which we were dependent in Europe; and indeed of some things as to which our dependence has been greatly driven home to us. We have awakened to the fact, for instance, that we had made ourselves utterly dependent upon Germany for our supply of dye-stuffs, and that instead of undertaking to create and encourage a domestic industry, we had been satisfied to buy in a cheap market and permit the German manufacturer to deliberately undersell, and thus destroy every effort upon the part of the American manufacturers to create an American dye stuff industry.

And what is true internationally has been peculiarly true nationally, that it is not possible for any part of this country to be permanently prosperous either at the expense of any other part of it, or without every other part of it indirectly sharing in this prosperity.

Let the great banks that are the centers of our sources of credit be suident agricult as some wited of a source of the land is frightened and retains within its vaults its resources. Let a great drought sadly lessen our crops, and the consuming capacity of the American farmer, and directly and indirectly every channel of business feels it. Let general business depression lessen construction, let it decrease the demand for building supplies and materials, and immediately down through one floor after another of the business structure these conditions filter until they reach you gentlemen, who sell so many of your supplies for interior fittings.

And so we are all bound together. We have all shared in this remark-

able prosperity that has so surprisingly fallen upon us since the outbreak of this European war; and in this hour and in this day we find ourselves suddenly confronted with a wide-reaching campaign for military preparedness. Many organizations, many patriotic men, seek to arouse within us a realization of the necessity for adequate national defense; and on the other hand we are confronted with an almost equally wide-spread campaign that insists that preparation for military defense invites military aggression.

But, whether or not we are in danger of military attack from abroad, this is written upon the skies of the future in letters which he who runs may read, that the conclusion of this horrible struggle on the other side of the water will be followed by a commercial competition probably vaster in its proportions and severer in its intensity than any we have ever experienced. Let us realize that if there is to be a struggle after this war for markets in which we find ourselves standing solidly and alone, it will be won by the nation whose economic efficiency has advanced it in the market places.

What was the precursor of this glgantic conflict? It was an economic situation that will exist after this war, and that will impel the nations of Europe to an accelerated activity as it forced them year after year into the anticipations of his struggle for many decades before the hour in which it broke.

We have been a fortunate people. When this great war broke out we were exporting but about five per cent of all we produced; but Europe was under the continuous necessity of finding a market for its surplus product, and today all of its peoples are being left without employment.

Now suddenly we find ourselves faced with this great struggle, which has shut off slaty-five millions of the German people from the markets in which they were most efficient competitors; and the other nations, their antigonists in this great war are so busy defending their national being, that they can only turn to us for the means of defense, and they are substantially unable to find time to sell more than a small portion of their wares in the normal markets of mankind.

# WAR PROSPERITY

Military demands greatly increased our exports. The war demand lifted us out of the slough of despond up to the very heights of prosperity so great that we are now weaving bright dreams of world commerce for the future. Now must it not inevitably follow that as much of this business has been gained without competitive conditions, it means that it must cease when competitive conditions renew themselves? First, because the demand for many of these things will cease with the end of the war; secondly, because when many of these nations are again working under normal conditions, we will find if we measure the future by the past, it will be economically impossible to compete with them, either because of their superiority in efficiency and production, or because of their possession of cheap raw materials, obtained at a lower labor cost, or because they possess facilities and means of distribution and of access to markets that we did not have, and cannot presently possess ourselves of.

### A Poor Shewing

Now while we were enjoying this war business, notice what happened to our normal markets. We have not done a larger business with South America in comparison with our European competitors, and yet South America is a large market which imports about \$1,390,000,000 worth of various products. Some of the South American countries under normal conditions are good spenders. The little country of Argentina, with a population of 7,000,000 buys from us as much as China with her population of 500,000,000. Yet if we take a particular month for comparison, say one of the last months for which we find any figures, we find that in October, 1915, we sold \$2,000,000 worth less goods to Argentina, Chile and Brazil than we sold them in October, 1913 before the war. We sold \$3,500,000 less worth of our goods to Japan in October, 1915, than we



SAMPLES CUT FROM MOVING PICTURE FILM OF LAMB-FISH LUMBER COMPANY, EXHIBITED AT CINCINNATI

did in October, 1913. So these normal markets fell below normal, while the abnormal markets have not only centered our attention, but they are bringing about a condition that is not an unmixed evil in our manufacturing industries, because with the high prices offered on shipments for instantaneous delivery, we find conditions coming into being in our labor market that it will be impossible to live with under the normal conditions of peace.

Indeed, what will be the situation if the war suddenly ceases and we find ourselves confronted, not only in the foreign markets into which we have penetrated, but even our domestic market itself, with the competition of desperate nations who with their backs to the wall will be compelled to furnish employment to their people who have been trained in the strictest discipline in the sternest of all schools, that of war, and will be faced with the necessity of regaining the position which they formerly had in our own market as well as im those foreign markets which we now temporarily possess?

### WHAT WE MUST MEET

Now, if this great struggle ended tomorrow, we would find Germany, having lost many of her greatest customers, forced into new markets to find employment for her people. Why should she not naturally turn her attention to us and enter this great American market? and under what conditions will she enter it? If she entered it under the conditions that exist in our industries today, she would find us with short hours, with high wages, with low efficiency, confronting a competition which in Germany's case would represent long hours, low wages, and high efficiency. In the long run, gentlemen, we must face the fact that economic laws are as certain in their operation as any other laws of nature. The nation that is economically superior to another wins in competition with it.

If we are to hold our markets we must have cheap raw material, the basic metals, the treasures of forest, field and mine; and these we have in great quantities. But we must have more than that. We must have low labor cost, and not low wages, for the highest possible wages are quite compatible with low labor cost. That is the ambition our manufacturers have. It is to be hoped that they will realize it.

### Sources of Efficiency

There are only two ways by which efficiency comes about—increased skill and intelligence upon the part of the worker, and an equal increase of intelligence, skill and ability on the part of capital.

Capital is the directing force in industry that is continually seeking new processes by which to cheapen or improve production, new materials, new machinery. On the other hand, we find ourselves faced with a condition in the United States today in which labor is not becoming more efficient, but on the contrary, there are many evidences that forces are in operation that are undertaking to substitute for the efficiency of the individual the efficiency of some organization to which he belongs, upon the theory that it possesses power to exact a wage which it is not essential that the worker should have the efficiency to command. This is an economic condition that in the long run is as injurious to the worker as it possibly can be to the employer.

# TENDENCY OF LEGISLATION

We have passed through a period in which there has been a legislative attack on all forms of business; in which there has been a determined effort to excite suspicion directed toward business combinations and business corporations, and in the making of law to create one set of rights for them, and another set of rights for the employees who work under their supervision and direction. This has found its expression in such legislation as we have had, where the Sherman Anti-Trust Act has been rigidly enforced against combinations of employers, and prosecution after prosecution has been directed against business enterprises, while the same congress that did it and urged it attached an amendment to the Sundry Civil Act which provided that no portion of the funds appropriated for enforcement of the Sherman Anti-Trust Act should be used to prosecute labor organizations or farmers' organizations which violated that law. made it lawful and right for one body of our citizens to do that which it made unlawful and wrong for another body of citizens to do. Nay, it did worse than that, for without changing the law they suspended it and said, "We will enforce this act with the funds of the public treasury against one portion of our citizenship, but we will not enforce it against another."

# DANGER IS RECOGNIZED

When the day comes that in this republic it shall be lawful and right for one body of men to do that which it is unlawful and wrong for another

body of men to do, we will have created classes and castes in our citizenship that will eat into the very fundamentals of the government under which we live.

We need every encouragement to an increase in the efficiency not only of our workmen but of our employers, our business men, our manufacturers, and yet we are confronted now with legislation the very purpose of which is to penalize efficiency.

Last year the appropriation for the support of the army and navy had attached to it a prohibition that no portion of such moneys should be used to pay the salary of any officer of the United States who used any time measuring device for the purpose of ascertaining how long it took to perform a given task, or who used the information thus obtained in fixing the task of any workmen under his employ; or who paid or recommended payment of any bonus or premium.

We have at the opening of the present congress not only a similar proposition, but the frank proposition that any officer of the government who does these things shall be punished by fine and imprisonment. If an endeavor is made to penalize efficiency in the government employment, the American public will naturally think that the methods which congress undertakes to condemn must be so bad to introduce that they ought not to be permitted in any private establishment hereafter. We find ourselves in a position in which we are about to face the most efficient, highly trained and desperate competition that the American people were ever called upon to face, and we are to have efficiency in many American employments penalized by public example.

The keeping in motion of production and distribution processes is essential to the preservation of American life. There is nothing that you or I can get by ourselves; even our food supply is brought to our door. The supply of raw materials is brought to our factories by the continuous operation of transportation agencies and the continuous employment of men. The Government must protect us against every artificial and selfish effort to restrict the free flow of distribution agencies past our door. To insure that we must be continually adding to the instrumentalities of commerce; we must be continually encouraging the conditions that will stimulate investment in transportation facilities. We must be taking care of our railroads and allowing them reasonable returns upon capital invested. We must encourage all those conditions under which their operation can be maintained uninterrupted by employer or by employee.

## MERCHANT MARINE

Suppose that we do successfully keep ourselves free from unintelligent and uneconomic legislation, what still have we to do? Why, if we still hold our domestic market, it is testimony that we have gained the essential things that are necessary for efficient production and distribution within the state; but how are we ever to go into foreign markets, or have access to them, as long as somebody else owns all the delivery wagons in which our goods are carried?

We shall never seek foreign markets, either in our own ships or in the ships of others, unless when we get there we can securely remain there; unless wherever American interests invest American capital and carry on American commerce the American flag shall follow and float over us in the land to which we go and protect us there, just as the flag of France, of England or of Germany protect their subjects in whatever land their commerce penetrates.

What are we doing now to prepare ourselves? We have got to stand together upon sound principles in dealing with our labor; we have got to be willing to do justice in order to get it. But in dealing with it we have got to make up our minds in relation to it as in relation to every other thing, that we must stick to sound principles; we must be firm yet we must be fair; we must be willing to be just in order that we may be determined to exact justice.

This concluded the business session, the remainder of the afternoon meeting being given over to the exhibition of the moving picture films of the Lamb-Fish Lumber Company's operations at Charleston, Miss. These are the films that were shown in the Mississippi building at the San Francisco fair. They give a beautiful and comprehensive picture of all of the features of a thoroughly modern hardwood lumber operation. On this page are shown two cuttings from the films, which are typical of the whole.



SAMPLES CUT FROM MOVING PICTURE FILM OF LAMBFISH LUMBER COMPANY, EXHIBITED AT CINCINNATI

### WEDNESDAY SESSION

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### Action and Reaction in Business

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on the wall.

The second of th of associations are successfully carrying out this new idea, which accom- $\Gamma$  and grain exchanges do for investors. Each manufacturer knows the next are at the rip. Intig day, Statistics show that trades are being demoralized, not by the prosperous concerns who knew the business, but by the unpresperous concerns who don't understand the business or who are new at it. Hence, the best thing · ... w o r rothers £ .... rather than to crush them, because the elimination of one set of competitors means that another set, equally inefficient, will take its place. This means that the profits of any industry can be permanently increased only through education and publicity. Through education, the men who are demoralizing trade are shown their true costs and are told now to operate at a profit. By the publication of all prices and offerings, bids and actual sales, deception is eliminated; neither the purchasing agent nor the salesman has any further temptation to lie.

It is coming to be recognized more and more that success in business depends upon the recognition of certain ethical principles which are intensely practical. In fact, no ethical principles are worth tollowing if they are not practical.

At the close of Mr. Gaunt's talk, dis assion on the sed ject of coop- A service of the servic of pleas and theories, proving of mutual benefit

At the close of this discussion on cooperation, moving pictures were shown, depoting the introduces and care taken in the manufacture of the Disston saws, files, etc. The metures proved an object lesson esses by which the better grades of mill machinery are made, such as are employed by the Henry Disston & Sons' Company at Philadel-

Owing to the mability of Will H. Patry of Walhington, D. C., a member of the Federal Trade Commission, to I shill I see gagement in an address on the "Work of the Federal Trade Commission," Mr. Prestiss, or the Chamber of Conmerce of the United States at Washington, gave a talk on the workings of the country wide or anization of the chandler of commerce. Mr. Prentiss land particular stress upon the benefit which lumbermen could derive from the open tons of this organization. Mr. Prentiss' address rollows in part:

# Address by Mark Prentiss

Address by Mark Frenchas

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and the state of t cratic in particle is a control of the country.

If you have the country is a control of the country, the country is a control of the country.

If you have the country is a control of the country is a control of the country. for criticism by all men. There can be nothing concenled. It cannot be used by any clique or group. It must be thoroughly American and to do path to an everytheir to to does.

A do to the transling the control was wear to to be at open great question.

tions, it must work with the government in extending the use of the facilities which the government now provides for the promotion of busi-No part, while I was what the nake up of the organiza

In this, as in all other countries, there are three great economic elements in the body politic commerce, agriculture and labor; the two latter, through their organized hedles, long have had means of speaking nationally to the country and to the government in their own behalf. Commerce, until the organization of the Chamber of Commerce of the United States, has not.

There have been so far in the organization affiliated 731 chambers of commerce, boards of trade and local organizations throughout the country, and approximately 150 national or district trade organizations. The affiliated bodies that are members of the national chamber of commerce represent as to their own constituencies almost 400,000 individuals and

### TO ICLUSTRATE ADD A COURS SSOR THE CHAMBER

When the Federal Reserve legislation was in Congress, you will recall that the Senate and the House were in a deadlock over the measure for a period of weeks, and it appeared to a great many that it was more than possible that we would not have any financial legislation at all. The national chamber of commerce had taken a referendum vote on the question of what kind of financial legislation the business people of the country wanted. They had a very strong committee that was waiting at the door of Congress for a hearing. For weeks they waited in vain, Finally, in desperation, the chairman of the joint committee of the House and Senate sent word to the chairman of the committee of the Chamber of Commerce of the United States something to this effect: "If you will bring your committee in here between the hours of 2:30 and 2:47 you may tell all you know about banking." The committee went before that joint committee of the House and Senate, and instead of the few minutes allotted to them, they remained for a couple of hours. They were invited back the next day for a couple of hours more. The next day it was a half day's session; the next day it was an all-day session, and so on for twenty days. Our committee worked with the joint committee of the House and Senate on that financial legislation, and wrote into the financial legislation six of the most important features in it, and secured its passage by the Congress.

They have worked with other departments and with other committees in the congress, sometimes under great difficulties, but at other times with their full and hearty co-operation. There has never been any conflict between the national chamber of commerce and the members of Congress, or with the departments in Washington. They are co-operating with the Department of Commerce in a wonderfully encouraging way: with the Trensury Department, and with the Post Office Department.

Two years ago, at the request of the president of the United States, the committee of the national chamber of commerce worked in the Department of Commerce, and practically reorganized it, putting into it business methods by business men; and today the Department of Commerce is far and away the most efficiently conducted-I am not speaking of its policies, I am speaking of its detailed management-of any department in our government. There has thus come about the creation of twenty-four commercial attaches, positions that never existed in our government previous to the report of our committee to this department. These men were employed without any regard for political affiliations, absolutely on account of their business qualifications-the best men that have ever been employed by our government in commercial work.

Today we have in this country practically all of the liquid gold in the world. We are for the first time in our history a creditor nation. If the war lasts much longer they will all owe us money. There are only two ways in which to pay international obligations; one is with gold, and the other with merchandise. We have all the gold. We are today practically the only nation in the world with anything like its normal purchasing power. Think of that! The answer is simple. The manufactured products of the world will have to be marketed here in this country, and at a manufacturing cost of which we have had in the past no conception.

The forecast which I have just been outlining means that in many lines of manufactured products seventy per cent of the labor cost will have been eliminated. I ask you, gentlemen, is it even remotely possible for the Congress of the United States to handle these questions of tariff on this merchandise in anything like the way that tariffs have been made heretofore?

The only solution for it, the only salvation for our business, will be in a permanent, non-political, scientific tariff commission (applause); a commission whose duty it will be in part to investigate facts—not theories or ideas.

The Congress that is now sitting in Washington will be called upon to take definite action on the most momentous questions that have confronted this country since the Civil war; not only will there be great questions, but there are a great many of them. They are entitled to, are deserving of, and in sore need of the counsel and support of the business men of this country. Through this national chamber of commerce we are endeavoring to support them in that way; and in this work an invitation is extended to this organization to co-operate. As I said before, we have some 150 national trade organizations affiliated, and the chamber never expresses an opinion on any question until it has been referred to all of them. You have through this chamber an opportunity to express your needs and be assured of a respectful hearing.

On behalf of the national chamber I extend an invitation to affiliate with us. It is a time when you can lend your support to this movement when it is needed; and a time when it will be appreciated.

Immediately after the talk by Mr. Prentiss, a general discussion of the hardwood business in particular and business in general was in dulged in by the delegates, who were led in the talking by W. E. DeLaney of Lexington, Ky., general manager of the Kentucky Lumber Company. The discussion was open to all and practically every one present took a hand in it. The exchange of ideas, opinion and prophesies took up some little time and were of much benefit to all concerned inasmuch as the discussion tended to give all a good idea of business conditions in many quarters which they would otherwise have been unable to get in touch with. The various subjects touched upon follow:

# Discussion of Business Conditions

I am supposed to say something about conditions. Very little can be said about the past year—it is over, and not of any interest to us a rather bad year, as we all know. The last month or two was quite good, but hardly took us to the lobster stage, the boys not buying them—yet they may later on.

What we are interested in now is the conditions for this year. Being an Irishman, I am naturally an optimist. I believe that we will have a good year, despite the fact that some have cold fect, because every man did not spend his Christmas holidays sending in orders to the mills, but preferred instead to enjoy a little Christmas time with his family and children. They have always had that happen in the past, and I see no reason why we would not have expected it this year.

I base my opinion on this year's being a good year on several reasons. Taking the steel industry, orders are booked for the first half of the year, and some for the latter half, while some it is difficult to get at any price. I read a letter the other day from some engineer saying that there was a call for some structural steel, and he couldn't get anybody to make a price on it, they were not interested in it; and I would not be surprised to see some building constructed with mill construction instead of steel simply on account of the price.

There is a vast amount of money in this country. One of our speakers has given some figures as to the exports of this country, and they were amazing figures. When there is lots of money in the country some of it must be spent; so I cannot help but believe that with this vast amount of money to be spent, at least a small portion of it will be spent in lumber.

The railroads have done very little building for several years, buying nothing except for absolute needs. There is certainly a demand for railroad construction material at the present time, and I think that we all, or at least those of us that get out any car material, know that to be the fact.

Goods that are exported from this country—some of them at least—are crated in lumber. Ammunition boxes in London, as I was recently informed, are being manufactured out of No. 1 common, 10 inches and up wide, out of most beautiful wood. Red gum, which we know is a beautiful wood, is being used for ammunition boxes.

I do not believe that buildings, dwellings, have kept pace with the increase in population in the past few years. Up to 1907 it was the other way; but I think now that we have gotten up and gone beyond that; and I cannot help but believe that the building trade this year will be better than it has been for a number of years.

There is another demand for lumber that I think perhaps a great many of us overlook, namely, the local demand of the South. That demand fell off because they had no money to buy with; but cotton is better now; they have money, and the consumption of lumber in the South is increasing wonderfully every year.

Despite the fact that the public have had lumber dead and buried several times in the last few years, and the claim the substitutes for lumber would put it out of business; despite the fact that the lumbermen have not awakened to their duty of properly advertising lumber—

which I think we will agree is certainly essential—I do not believe that we will ever see the time when there will not be at least a reasonable demand for lumber. No one rides a bicycle today, yet manufacturers of bicycles will produce a larger number of them this year than ever before. Those are the good features. There are some bad ones.

As to the export business, we cannot hope for much from that source. I understand that England is requiring the ships to place seventy-five per cent of their tonnage for necessities of life, leaving only twenty-five per cent to transport the war necessities and other commodities; and that affects not only the shipment of lumber but the commodities that are manufactured from lumber.

I believe that the demand for lumber will be good from now on until the war ends, and perhaps a year after the war. I think that lumber being the last thing affected by reason of the war in that it was depressed will be the last thing affected when other commodities feel the reaction on the other hand. The period of reconstruction which will necessarily go on in those countries will require lumber. Some of our speakers here have very ably told you what the conditions would be after the war, and that production would have to be more efficient, which is undoubtedly correct.

As I see it, one of the most difficult problems will be that of laboradjustments after the war is over. Those that are manufacturing ammunition for the war have been able to ask such prices on that that they can pay any price that labor may want; but after the war there will be a readjustment of that. It is always a rather difficult matter to pay a man three dollars today and two dollars tomorrow.

I do not know—perhaps there may be as much waste in other lines of business as there is in ours; but I have always felt that in our line there was more, and that it was a matter that we might correct. I have felt in the past few years, and I have always felt, that there was more waste in the marketing of lumber than there is on the manufacturing side. I do not mean to say by that that less intelligence is displayed in the marketing of lumber than in producing it, but I think that cooperation is of more help and more essential in the selling than in the manufacturing end. I feel that this waste is caused by reason of lack of co-operation. In all other lines of industry there are some market quotations which are a guide to the seller; there are none in lumber. We get our quotations from the hotel lobbies; one man says he sold a certain grade of lumber for so-and-so and so-and-so, and the next fellow that comes along the next morning will say: "John lied last night. I think he lied at least five dollars," or "he lied two dollars, etc."—a very good source of information.

About the only way in which you will find out what the market price is, is when in selling lumber at a certain price you have an unusual demand for some particular grade, and all at once you wake up to the fact that you are getting too many orders, the price must be too low; then you boost the price a dollar, and if more orders keep coming in, you boost it another dollar; and by the time you have sold all your stock the market is sold out, and in order to stimulate it you say, "I will boost the market, I will quote it up four or five dollars so I can say, 'John, I beat you four dollars.'" That doesn't benefit the situation at all; it hurts lumber. If you have not got it, say so.

We have no information as to stocks on hand, which is certainly absolutely necessary to intelligently market lumber.

The question of thickness in my mind is an important factor. You walk out over your yard and see that you have very few piles of 5/4" lumber and you conclude that you had better get out some 5/4", while probably every other fellow in the country has his yard full of 5/4" lumber. We do not know what the amount of stocks on hand is. We may have a stock of five quarter, and all at once there comes a demand for it, but it has gradually got out of the market and you cannot buy it except at a greatly increased price. There is no economy in that. If a man cannot get the lumber that he needs, he is going to get a substitute instead.

Now as to terms in the lumber business, most of us have a rubber stamp, 60-2-10, and we let one man have ninety days, and let another one pay when he pleases—which they do. When it is a seller's market, we stiffen up on the terms, and when it is a buyer's market, we let the terms go.

The same is true of grades. When the price goes up the grade goes down, when the price goes down the grade goes up.

I do not mean to say that co-operation would cure all of these evils; but I do say that the terms and the grade should be standard, there should be no deviation. Let us take care of the market conditions in the matter of price. I do not mean to say that co-operation would cure all the evils of the world, but it certainly has a tendency to standardize our business and better enable us to meet conditions as they arise.

The idea of some people as to co-operation is, that it means to give out no information, but get all you can. That may be a sharp, but it certainly is not a smart practice.

The worst competition comes from those that are uninformed, not from those that are informed. Therefore you are helping your own business by assisting in informing the fellow that is not informed.

While statistics are valuable, as we all agree, to insure that they are so in our case it is absolutely necessary for those who have the information to give it before statistics can be furnished.

We have spent in the last fourteen years perhaps half a million dollars in the work of this association. There is nothing wrong with this

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Perhaps from the force enables and place the test I had after a sew equals not the unit to a few solutions. It was the case I consider the I mile representation that I would do to be useful to a few the If I thought than him erne that I would do to be useful to a very with a If I thought otherwise I would seek mether channel in a very vite rather than that one. But we can make the gene better then it by proper cooperation.

Occased as year wealter in its Particle Hold and Montactivers. Association which has been in existence betten a local going on the sheets and on the tooks that it is 2012 to be well-owed up, going to be merged going to be ake up. I wint to be to that The wish is father to the the ight. The Hordwood Montactivers Association was to indeed for the purpose of correcting continuous that existed in the inner such as end that who all as endinged and if that association is not under the fitter. Hardwood Manufacturers and if that association is not under the fitter. Hardwood Manufacturers Association of producers of hardwood lumber is essential and will live.

At the conclusion of the discussion of learness conditions, the following report of the committee on resolutions was read and approved:

# Report of Resolutions Committee

Your committee on resolutions presents to you the following resolutions for adoption.

RESOLVED. That the membership of this association in this feeble manner attempts to express to our effects and board of genericus its appreciation for the valuable services they have given during the past year in our behalf. We recognize that they have unselfishly, and in many cases at great sacrifice of personal interest and convenience, given their time and best thought to serving us

RESOLVED, That we have received a great deal of valuable information concerning matters affecting our business from the excellent addresses that were made at our meeting by Dr. Stanley L. Krebs, B. A. Sterling, James V. Eners, J. H. G. and M. S. Protte, and W. F. Le Lanev.

He envise We begind with prefer that during the year two men who is an deaply interacted in the work of this was latter since its begin to be in the base of the control of the state of the present to their world.

On March 1, 191. Level H. R., for the sufficient hundreman, Nash size Jenn, was the victive to dote by accident. On December 26, 191. Leveled Bronson of the hundre in humberman, Chicago died at his contractive of the second of the hundreman chicago died at his contractive of the second of the state like so of several weeks. We had the aghtern, which work is seed the two men whose presence we fare today. High work is seed that two men whose presence we fare today. We cannot have seed that we want the loss of these men or me to us and to the profession of which they stood in the front rank. To their fauldles we extend on their the temperatry, describing them to know that we will always closely the no-more of these departed, assuring their that they can wenter a 2 of the no-more of these departed, assuring their that they can wenter a 2 of the no-more defined that these men have made and the constant in part to their his bayes been in the uplift of the lumber industry.

RESOLVED, We extend to the lumber trade press of the United States our appreciation of their interaction our industry and we congratulate them upon the fact that our measurement of continually developing a co-operative spirit and we wish them further successes this coming year.

RESOLVED. That we express our gratitude to the management of the Hotel Sinton for the accommodations that it has afforded us in holding our fourteenth annual meeting. We appreciate the courtesy and efficiency of the management and the spirit of helpfulness.

RESOLVED, That we express to the LambeFish Lumber Company our gratitude for its courtesy in sending to our convention the moving pictures of its operation at Charleston, Mi.— We also express our gratitude to the Henry Disston & Sons Company for the use of its films, showing the operation and processes of making saws. We also wish to thank this company for the badges that it is trivial of for this meeting.

# Election of Officers

Then followed the report of the nominating committee which recommended the election of the following officers, which recommendation was duly carried out:

PRESIDENTS B. B. Burns, C. L. Ritter Lumber Company, Huntington, W. Va.

First Vict President 1. R. Gold, Wisconsin Lumber Company, Chicago, 1R.

SECOND VICE-PRESIDENT Ralph May, May Brothers, Memphis, Tenn.

TREASURER—Leon Isaacsen, Yellow Poplar Lumber Company, Coal Grove,

SECRETARY-W. H. Weller, Cincinnati, Ohio.

BOARD OF GOVERNORS

Three Years.

Clinton Crane, C. Crane & Co., Cincinnati, O.

R. H. Vansant, Vansant Kitchen & Co., Ashland, Ky.

W. B. Burke, Lamb-Fish Lumber Co., Charleston, Miss.

E. A. Lang, Paepeke Leicht Lumber Co., Chicago, Ill.

H. L. Hutchinson, Hutchinson Lumber Co., Huntington, W. Va.  $Onc\ Year.$ 

W. H. Dawkins, W. H. Dawkins Lumber Company, Ashland, Ky.

W. E. DeLaney, Kentucky Luciosa Congany Lexington, Ky



THE AISTFORS ENTOYS IS A WELL ARRANGED VAUDEVILLE AND SMOKER ON TUESDAY EVENING.

# List of Attendance at the 14th Annual of the Hardwood Manufacturers' Association, at Cincinnati; January 18-19, 1916

- C. N. Asher, Asher Lumber Company, Cincinnati.
- I. M. Asher, Asher Lumber Company, Cincinnati.
- E. B. Ashorn, Jas. Kennedy & Company, Cincinnati.
- A. A. Andridge, National Timberland Company, Cincinnati.
- J. H. Arns, Lackawanna Lines, Cincinnati.
- G. C. Armstrong, C., M. & St. Paul Ry., Cincinnati.
- J. Albers, Young & Carll, Cincinnati.
- E. E. Allee, Mowbray & Robinson Company, Cincinnati.
- W. H. Abbott, Buskirk-Rutledge Lumber Company, Cincinnati.
- G. F. Abrams, Abrams Flooring Company, Buffalo.
- F. C. Adams, Clyde Iron Works, Duluth, Minn.
- Homer E. Ast, The Mutual Lumber Company, Pittsburgh.
- Frank E. Ackley, Heywood Bros. & Wakefield, Chicago.
- C. C. Berry, Berry & Fannin Lumber Company, Ashland, Ky.
- G. P. Balch, The Courier-Journal, Louisville.
- W. E. Berger, W. II. Dawkins Lumber Company, Ashland, Ky.
- C. H. Barnaby, Greencastle, Ind.
- E. V. Babcock, Babcock Lumber Company, Pittsburgh.
- C. H. Boner, Boner-Mills Lumber Company, Asheville, N. C.
- Herbert W. Bowler, Holt & Bugbee Company, Charlestown, Boston, Mass.
- L. G. Bonfield, U. S. Epperson & Company, Kansas City, Mo.
- C. S. Bacon, Bacon Lumber Company, Indianapolis.
- W. D. Brewer, Brewer-Neinsted Company, Alexandria, La.
- A. C. Bensen, Lumbermen's Mutual Insurance Company, Mansfield, O.
- Robt. Brown, Aberdeen Lumber Company, Pittsburgh.
- B. B. Burns, C. L. Ritter Lumber Company, Huntington, W. Va.
- C. R. Brown, Hamilton, O.
- C. W. Bruce, E. R. Spotswood & Son, Lexington, Ky.
- E. A. Brown, Cullen & Vaughn, Hamilton, O.
- Wm. I. Barr, Barr-Holladay Lumber Company, Greenfield, O.
- James Boyd, Lumber Trade Journal, New Orleans.
- Fred H. Bremer, T. F. A. Grand Trunk Railway System, Cincinnati.
- E. L. Barr, Barr-Holladay Lumber Company, Greenfield, O.
- S. Burkholder, S. Burkholder Lumber Company, Crawfordsville, Ind.
- R. L. Botts, Salt Lick Lumber Company, Salt Lick, Ky. Cal Balmer, Bluffton, O.
- E. H. Buckner, Thornton-Claney Lumber Company, Chicago.
- Anton Brucken, Anton Brucken & Sons, Evansville, Ind.
- H. T. Benham, E. C. Atkins & Company, Inc., Indianapolis.
- W. C. Barlett, American Coal & Lumber Company, St. Albans, W. Va. Harry R. Browne, Cincinnati.
- S. G. Boyd, C. C. Boyd & Company, Cincinnati.
- J. A. Bolser, The Globe Lumber Company, Cincinnati.
- E. M. Bonner, Atlas Lumber & Manufacturing Company, Cincinnati.
- L. G. Banning, Cincinnati.
- Douglas A. Brown, Official Reporter, Cincinnati.
- W. F. Burbank, D. T. A. Empire Line, Cincinnati.
- James E. Brady, The John H. McGowan Company, Cincinnati.
- H. J. Becker, Young & Carll, Cincinnati.
- H. E. Burbank, Lewin Lumber Company, Cincinnati.
- G. W. Bomhoff, Lehigh Valley Railroad, Cincinnati.
- M. J. Burns, Cumberland Valley Lumber Company, Cincinnati.
- W. A. Bolman, Penn Lumber Company, Cincinnati.
- Johns Burns, Cumberland Valley Lumber Company, Cincinnati.
- Edw. Barber, Howard & Barber Lumber Company, Cincinnati.
- R. E. Bond, Hugh McLean Lumber Company, Cincinnati.
- J. E. Conn, Bennett & Witte, Cincinnati.
- M. Christie, James Kennedy & Company, Cincinnati.
- S. W. Coffman, Chamber of Commerce, Cincinnati.
- T. B. Coppock, S. P. Coppock & Sons Company, Fort Wayne, Ind.
- C. H. Colter, Smith & Bell, Decatur, Ind.
- T. B. Casey, C., M. & St. Paul, Cincinnati. B. W. Cross, B. W. Cross Lumber Company, Pittsburgh.
- C. M. Clark, Day Lumber & Coal Company, Jackson, Ky.
- Peter Carroll, Charleston, W. Va.
- Chas. H. Campbell, Cincinnati, O.
- A. H. Cobham, Turkey Foot Lumber Company, Lexington, Ky.
- R. M. Carrier, Carrier Lumber & Manufacturing Company, Sardis, Miss. Wm. Cunningham, Lumbermen's Mutual Insurance Company, Mansfield, O.
- W. A. Crawford, Yellow Poplar Lumber Company, Coal Grove, O.
- H. C. Card, Straight Creek Lumber Company, Pineville, Ky.
- A. H. Card, A. H. Card Lumber Company, Pineville, Ky.
- Vincent B. Coates, Rankin-Benedict Underwriting Company, Kansas City.
- W. L. Crenshaw, Crenshaw-Gary Lumber Company, Memphis, Tenn.
- Albert Cone, American Lumberman, Chicago, Ill. L. L. Clore, Three States Lumber Company, Memphis, Tenn.
- F. A. Conkling, Korn-Conkling Company, Cincinnati. G. H. Cheely, H. H. Hitt Lumber Company, Decatur, Ala.
- R. W. Cox, Sulphur Spring Lumber Company, Wood, Va.
- Mrs. G. H. Cheely, Nashville, Tenn.
- W. E. Chamberlain, John M. Woods & Company, Boston, Mass.

- J. T. Card, Norwood Sash & Door Company, Norwood, O.
- A. D. Caddy, Illinois Central Railroad, Cincinnati.
- W. C. Champion, Clyde Iron Works, Duluth, Minn.
- O. L. Collins, Laurel Creek Lumber Company, Allgood, Tenn.
- M. B. Cooper, Three States Lumber Company, Memphis, Tenn.
- R. Carnahan, Kentark Land & Timber Company, Allport, Ark.
- J. J. Crumley, State Experiment Station, Wooster, O.
- J. H. Dickinson, Lidgerwood Manufacturing Company, New York City.
- H. B. Darlington, American Lumberman, Chicago.
- J. W. Darling, J. W. Darling Lumber Company, Cincinnati.
- E. R. Dieterlen, Henry Disston & Sons Company, Cincinnati.
- E. D. Disque, 2314 Williams Avc., S. Norwood, O.
- G. W. Doran, Doran & Company, Cincinnati. J. E. Dulweber, Kraetzer-Cured Lumber Company, Cincinnati.
- C. V. DeLaney, Hamilton, O.
- J. L. Dawson, Norman Lumber Company, Louisville, Ky.
- Frank L. Donnell, Bedna Young Lumber Company, Jackson, Tenn.
- Frank L. Donnell, Greensburg, Ind.
- W. H. DeVoss, Greenfield, O.
- Floyd Day, Day Lumber & Coal Company, Jackson, Ky.
- E. L. Davidson, Parkersburg Mill Co., Parkersburg, W. Va. F. C. Dooley, J. R. Simon & Company, New York.
- J. E. Daugherty, J. W. Darling Lumber Company, Cincinnati.
- L. P. DuBose, Lamb-Fish Lumber Co., Charleston, Miss.
- W. F. Duhlmeier, Duhlmeier Brothers, Cincinnati.
- F. H. Duling, Graham Lumber Company, Cincinnati.
- W. E. DeLaney, Kentucky Lumber Company, Lexington, Ky.
- A. Daniels, Big Four Railroad Company, Cincinnati.
- J. R. Davidson, Doran & Company, Cincinnati.
- W. H. Dawkins, W. H. Dawkins Lumber Co., Ashland, Ky.
- G. N. DeLaney, Kentucky Lumber Company, Williamsburg, Ky. E. A. Doyle, C. A., C. I. & N., Cincinnati.
- Clarence Donnell, Donnell Brothers, Greensburg, Ind.
- H. J. Dollman, Hardwood Manufacturers Association, Cincinnati.
- E. H. Defabaugh, American Lumberman, Chicago. H. E. DuBois, D. F. A., C., H. & D. Railway, Cincinnati.
- L. L. Evans, Enquirer, Cincinnati. W. J. Eckman, M. B. Farrin Lumber Co., Cincinnati.
- M. M. Erb, Case-Fowler Lumber Company, Macon, Ga.
- F. T. Eagan, J. A. Fay & Egan Company, Cincinnati.
- R. H. Ely, W. E. Heyser Lumber Company, Cincinnati.
- W. K. Evans, C. A., Grand Trunk Railway, Cincinnati. II. K. Eustler, Rockcastle Lumber Company, Huntington.
- Chillor Ellet, Mowbray & Robinson Company, Cincinnati.
- Thos. W. Fry, Chas. F. Luehrmann Hardwood Company, St. Louis.
- C. D. Fridman, Fridman Lumber Company, New Richmond, O.
- Geo. L. Forester, Western Carolina Lumber & Timber Association, Asheville, N. C.
  - J. L. Fox, Issaquena Lumber Company, Issaquena, Miss.
  - H. A. Freiberg, Freiberg Lumber Co., Cincinnati.

  - H. C. Fowler, Case-Fowler Lumber Company, Macon, Ga. Frank Fish, National Hardwood Lumber Association, Chicago.
  - G. E. Fannin, Berry & Fannin Lumber Co., Ashland, Ky.
  - Frank F. Fee, Fee-Crayton Hardwood Lumber Company, Dermott, Ark.
  - L. E. Fuller, Lumber World Review, Chicago.
  - R. L. Fooshee, Sparta, Tenn. W. P. Fallon, C. & O. Railroad, Cincinnati.
  - Geo. Fabb. Cincinnati.
  - J. W. Flannery, G. S. & F. Railway, Cincinnati.
  - J. B. Ford, A. G. F. A., Queen & Crescent Railway, Cincinnati.
  - J. D. Farley, Louisiana Red Cypress Company, Cincinnati.
  - Geo. W. Frederick, A. V. Jackson Trustee Company, Cincinnati.
  - E. J. Flautt, Shaffmaster & Urban, Toledo, O.
  - L. S. Gates, Hugh McLean Lumber Company, Cincinnati.
  - J. W. Graham, Graham Lumber Company, Cincinnati.
  - S. E. Giffin, Dwight Hinckely Lumber Company, Cincinnati.
  - H. Garrett, Broadhead-Garrett Company, Winchester, Ky. R. L. Gilbert, J. W. Darling Lumber Company, Cincinnati.
  - F. H. Gluesing, John Deere Wagon Company, Moline, Ill. J. C. Gould, Box 219, Cincinnati.
  - F. R. Gadd, Wisconsin Lumber Company, Chicago.
  - Geo. H. Gearhart, Clearfield Lumber Company, Clearfield, Ky.
- A. J. Gahagan, Loomis & Hart Manufacturing Company, Chattanooga, Tenn.
  - V. R. Gebhart, Mason-Donaldson Lumber Company, Rhinelander, Wis
  - E. D. Galloway, Galloway-Pease Company, Poplar Bluff, Mo W. A. Gilchrist, Three States Lumber Company, Chicago, Ill.
  - James E. Gatewood, St. Louis Lumberman, St. Louis, Mo.
  - W. L. Gee, Lumbermen's Underwriting Alliance, Kansas City, Mor

## HARDWOOD RECORD

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- Mr. H. H. Hitti Die in C. V. C.
- H. H. Hitt, H. H. Hitt Lumber Company, Decatur, Ala.

- H. H. Hitt, H. H. Hitt Lumber Company, Decatur, Ma.

  H. C. H. Scale, H. C. Hooker's Flow Construction. Decature Of Leads Has Scale Rose Looker Construction.

  R. F. Hooker, Material West Construction. W. C. L. Hart, Hart, W. C. L. Hart, Hart, W. C. Light, C. S. J. L. M. Ir Cons. & Scale. Phys. R. 20 Art.

  J. H. Hispard, Rayton Solwert, Captage Construction. W. Va.

  R. L. Hartenbert, Heteropeon Looker Computer Materials in W. Va.

  W. A. Hetz, J. Hotter, Rayton Rose Temporal Computer.
- R. A. Huffstetler, Little River Lumber Company, Townsend, Tenn.
- H. I. His a fact this corporation of I are Company, Cape Gararde in Mo-
  - Juo Hay on Brookyna, Ind.
- J. H. Himmelberger, Himmelberger Harrison, Lumber, Company, Cape Girarde in Mo
  - C. Hepp, Conrey Davis Lumber Company, Shelbyville, Ind.
  - H. E. Ingram, Buffalo Hardwood Lumber Company, Buffalo,
  - Leon Isaacsen, Yellow Poplar Lumber Company, Coal Grove, Ohio
  - M. Jones, Cincinnati, O.
  - C. A. Janees, Lorentz Janees, Cooperage & Lacture Company, Organ, Tenn.
  - W. T. Johnson, Johnson Tustin Lumber Company, Memphis, Tenn.
  - A. V. Jackson, A. V. Jackson Trustee Company, Cincinnati,
  - R. Jenks, Shawsville, Ind.
  - Jas, H. Jones, H. H. Hitt Lumber Company, Decatur, Ala.
  - W. E. Johns, Millie, Hall & Johns Company, Caronia in H. C. Jacoby, H. C. Johns, Thin of Co. Hall from  $\Omega$

  - J. T. Keeveny, T. W. Keeveny Lumber Company, Cincinnati, O.
  - H. M. Kramer, C. & W. Kramer Company, Richmond, Ind.
  - T. Koba, Akita Lumber Company, Noshiro, Akitaken, Japan
  - May Kosse, Kosse, Shor & Schlever Coperary Calculate the
  - D. E. Kline, Louisville Veneer Mills, Louisville, Kv.
  - T. P. Kirby, Babcock Lumber Company, Cincinnati.
  - G. R. King, 306 Mercantile Library Building, Cincinnati
  - Chester F. Korn, Korn-Conkling Co., Cincinnati.
  - W. H. Kinder, Grand Rapids Show Case Co., Grand Rapids, Mich.
  - J. D. Kindig, Huff Stickler Lumber Company, South Bend, Ind.
  - G. G. Kitchen, Wright Kitchen Lumber Company, Ashland, Ky.
  - J. W. Kitchen, J. W. Kitchen Lumber Company, Ashland, Ky.
  - L. P. Keith, Brodhead-Garrett Company, Clay City, Ky.
  - Lionel Littell, 3022 Montclair Avenue, Cincinnati-
  - Jack Lemann, Freiberg Lumber Company, Cincinnati
  - W. W. Logan, Merl Lumber Company, Meridian, Mis-
- Geo. E. W. Luchrmann, Chas. Luchrmann Hardwood Lumber Company, St. Louis, Mo.
  - J. M. Logan, J. M. Logan Lumber Company, Knoxyille, Tenn.
  - Ed Leech, Dibert, Stark & Brown Cypress Company, Cincinnati,
  - U. S. Lambert, Nickey & Sons Company, Memphis, Tenn.
  - C. W. Leech, Chas W. Leech Lumber Company, Detroit, Mich.
  - T. R. LeSueur, John B. Ransom & Company, Nashville, Tenn.
  - R. W. Lucius, Tennessee Lumber & Coal Company, Cincinnati-
  - Γ. E. Linz, Secretary Bayou Land & Lumber Company, Cincinnati
  - A. B. Luckey, Baltimore & Ohio, Cincinnati. W. T. Latham, Graham Coal & Lumber Company, Asheville, N. C.
  - W. R. Locke, Hutchinson Lumber Company, Huntington, W. Va
- J. W. Long, New York Lumber Trade Journal, New York City Geo. Mann, Cincinnati.
- A. J. Maphet, Hay Lumber Company, Cincinnati.

- M. Mac Brother M. Terri O. Martin Nicola B. C. San M. Terri
- J. L. Mather, Henry Discton & Sons Company, Circinnatt

- Frank Metzger, Indianapolis Ind.

- Frank Wetger, Indianapole 100

  L. L. Matte, H. Brech, K. C. C. C. C. C. C. C. Brothardt

  S. Menner, Level Kernert, C. C. C. C. C. C. Linder, W. Vall

  L. W. Meer, H. C. C. C. L. C. C. C. C. C. Berthardton, W. Vall

  L. L. Myer, W. G. W. G. L. C. C. C. C. Louis in Oldo

  S. D. Markor, A. C. L. S. C. C. C. C. C. Grave Chelinath
- M. G. Mosler, C. & W. Kramer Company, Richmond, Ind.

- M. H. Meere Meere Letter L. Company Constraint L. C. Matter Henry Decree & S. C. Cenpany Cinemath L. C. Matter. Henry Decree & S. C. Cenpany Cinemath L. W. Matter W. W. M. R. C. L. C. C. Cenpany Communication of the Matter Communication of the Company Communication of the Com
- C. O. Maples, Maples Lumber Company, Knowville, Tenn.
- W. H. Matthis, Churchill Million Lumber Company, Louisville, Ky Good M. Morgan, Nicola Sees, a Maria, Company, Chromatti Claude Maley, Marey a West and Lindon, and Ind E. W. Mocket, Harrawood Recommendation,
- J. S. Moses, Cincinnati Northern Raffrond, Cincinnati.
- C. D. Magness, Cincinnati Northern Railroad, Cincinnati
- W. J. Mulyhill, Western Maryland Railway Company, Cincinnati,
- Jos. Monter, H. W. Monter & Go., Gr., Cincinnati Geo. Monter, H. W. Monter & Go., in: Cincinnati Hugh McLean, Hugh McLean I., Gr. Corpary, Buffalo,

- Ralph McCracken, Kentucky Lumber Company, Lexington, Ky.
- J. F. McIntyre, J. P. McIntyre & Sons, Pine Bluff, Ark.
- John E. McGall, Berry & Fannin Lumber Company, Ashland, Ky. Geo, E. McCune, 405 Lincoln Inn. Cincinnati-
- H. D. McGuire, C. E. Peters Lumber Company, Columbus, O.
- John W. Neil, Neil'& Smith Electric Tool Company, Cincinnati.
- M. Neely, Howe Lumber Company, Helena, Ark, E. B. Norman, Holly Ridge Lumber Company, Louisville, Ky.
- W. A. Noble, Probst Lumber Company, Cincinnati.
- Jay II, Northup, Louisa, Ky J. R. O'Neill, Tennessee Lumber & Coal Company, Cincinnati,
- G. V. Oldham, Joshua Oldham & Sons, New York,
- R. E. Orff, Brodhead Garrett Company, Clay City, Ky.
- L. W. Oldham, Joshua Oldham, & Sons, New York E. F. Owen, Oden Elliott Lumber Company, Cincinnati.
- U. G. Parsley, Kenova Saw Mill Company, Kenova, W. Va.
- Edward A. Lang, Paepeke Leicht Lumber Company, Chicago,
- F. S. Paddock, Lovelady Lumber Company, Jasper, Va. J. M. Pritchard, Gum. Lun. et Manufacturers' Association, Memphis,
- Tenn.
- Van Perrine, Perrine Armstrong Company, Fort Wayne, Ind. F. Noel Pearce, Cherry River Boom & Lumber Company, Scranton, Pa.
- W. C. Palmer, Korn Conkling Co., Cincinnati.
- C. W. Peters, C. W. Peters Lumber Company, Columbus, O.
- H. E. Pearsall, Guernsey-Westbrooke Company, Hartford Conn.
- J. H. Payen, W. H. Dawkins Lumber Company, Ashland, Ky.
- A. H. Potter, E. C. Atkins & Company, Inc., Indianapolis, Ind. E. A. Platter, North Vernon Lumber Company, North Vernon, Ind. Geo. M. Personett Brooksville Ind.
- F. B. Pryor, W. M. Ritter Lumber Company, Columbus,
- P. C. Pierson, Eel River Falls Lumber Company, Spencer, Ind. S. H. Protheroc, Lumber Manufacturers' Inter-Insurance Association, Hattiesburg, Miss.
- Jas. Quigley, Patent Vulcanite Roofing Company, Franklin, O.
- J. N. Quinn, Quinn & Company, Cincinnati.
- H. M. Rowe, Dayton, O.
- Ben Rubenstein, Benn Lumber Company, Cincinnati.
- H. J. Reinhard, Colfax Hardwood Lumber Company, Chicago.
- Walter G. Reemelin, C. F. A., C. & O. Cincinnati.
- J. C. Rash, Shawnee Lumber Company Cincinnati, C. C. Runyan, W. H. Dawkins Lumber Company, Ashland, Ky.
- J. D. Reed, Champion Coated Paper Company, Hamilton, O.
- Jno, Raine, Meadow River Lamber Company, Rainelle, W. Va.
- E. O. Robinson, Mowbray & Robinson Company, Cincinnati.
- R. J. Rudd, American Hoist & Derrick Company, St. Paul, Minn. J. W. Romine, J. W. Romine Lumber Company, Parkersburg, W. Va.
- J. C. Rodahoffer, Geo. Hartzell, Piqua, O.
- P. A. Rutledge, Buskirk Rutledge Lumber Company, Cincinnati.
- M. Reese, Cherry River Boom & Lumber Company, New York.
- G. H. Rheam, Garner Towle Company, Omaha, Neb.
- W. F. Rapp, Rapp Lumber Company, Ironton, O.
- W. Z. Riley, Norwood Sash & Door Manufacturing Company, Norwood, O.
- F. Reichenburg, 5 bis Rue Martel, Paris.
- A. Roehr, Wabash Railway, Cincinnati.
- J. F. Riess, Facsimile Letter & Adding Company, Cincinnati.

# HARDWOOD RECORD

S. W. Richey, Richey, Halstead & Quick, Cincinnati.

Miss Nell Ray, Hardwood Manufacturers' Association, Cincinnati.

T. B. Staggs, Salt Lick Lumber Company, Salt Lick, Ky.

H. R. Sexton, Queen City Box Company, Cincinnati.

Claude Shafer, Cincinnati Post, Cincinnati.

I. Saito, Chief Engineer, Akita Lumber Company, Noshiro, Akitaken, Japan.

J. V. Stimson, Huntingburg, Ind.

Charles F. Simonson, National Lumber Manufacturers' Inter Insurance Exchange, Chicago.

W. S. Sterrett, M. B. Farrin Lumber Company, Cincinnati.

Jno. S. Slopiker, Mowbray & Robinson Company, Cincinnati.

Jno. Schulte, McWilliams & Schulte, Cincinnati.

II. J. Schaeffer, Bedna Young Lumber Company, Jackson, Tenn.

Alex. Schmidt, Theodore Francke Erben, Cincinnati.

J. H. Shaw, National Lumber Manufacturers Credit Corporation, St.

N. G. Swails, Greensburg, Ind.

H. W. Seale, Grand Trunk Railway, Cincinnati.

- J. B. Schnaufer, Oakwood Lumber Company, Marietta, O.
- F. R. Stratton, Garner-Towle Company, Blackton, Ark.

J. H. Schneider, C., H. & D. Railway, Cincinnati.

F. S. Smith, Frank Haass Lumber Company, Cincinnati.

Frank A. Satterwhite, Gideon-Anderson Lumber & Mercantile Company, St. Louis, Mo.

W. T. Schnaufer, Turkey Foot Lumber Company, Lexington, Ky.

B. F. Scearcy, Whisler & Scearcy Company, Ironton, O.

- E. B. Stowers, Stowers Lumber & Manufacturing Company, Harriman, Tenn.
  - E. A. Sterling, National Lumber Manufacturers' Association, Chicago.

C. W. Short, Jr., 259 Straight Avenue, Cincinnati.

- L. O. Steinbeck, L. O. Steinbeck Lumber Company, Charleston, W. Va.
- G. W. Schafer, E. C. Atkins & Company, Inc., Indianapolis. J. D. Screna, J. M. Logan Lumber Company, Knoxyille, Tenn.
- O. P. Stratemeyer, Stratemeyer Lumber Company, Cincinnati
- M. L. Stewart, The Globe Lumber Company, Cincinnati.

O. W. Sprinkle, Anchor Lumber Co., Cincinnati.

Alma Siefke, Hardwood Manufacturers' Association, Cincinnati.

G. W. Schwartz, Vandalia Railway, St. Louis, Mo.

L. W. Schmetzer, Madisonville, Ky.

Chas. F. Shiels, Chas. F. Shiels & Company, Chattanooga, Tenn.

E. C. Schwertman, J. A. Fay & Egan Company, Cincinnati.

C. H. Schatzman, Pennsylvania Railway, Cincinnati.

- W. F. Sparks, Berry & Fannin Lumber Company, Ashland, Ky. Joe Schibly, Cattlettsburg, Ky.
- J. H. Strack, Hugh McLean Lumber Company, Cincinnati.
- J. B. Stanwood, Houston, Stanwood & Gamble, Cincinnati.

F. G. Smith, Mossman Lumber Co., Memphis, Tenn.

- J. P. Salsbury, Yellow Poplar Lumber Company, Coal Grove. O.
- W. D. Sexton, Queen City Box Company, Cincinnati.
- F. H. Sexton, Queen City Box Company, Cincinnati.

F. H. Heman, Young & Carll, Cincinnati.

- P. V. Shoe, The Kosse-Shoe & Schleyer Co., Cincinnati.
- A. P. Steele, Carrier Lumber Manufacturing Company, Sardis, Miss.

H. T. Smith, Cincinnati Coffin Company, Cincinnati.

A. H. Schleyer, Kosse-Shoe & Schleyer Co., Cincinnati.

Frank Tiffany, National Lumber Exporters' Association, Leanington, England.

John R. Thistlethwaite, Thistlethwaite Lumber Company, Washington, Louisiana.

- J. R. Taylor, Kelsey Hardwood Lumber Company, Cincinnati.
- E. J. Thoman, Thoman-Flinn Lumber Company, Cincinnati.

M. J. Todd, Lehigh Valley R. R., Cincinnati.

- C. C. Trimble, Trimble Cypress Company, Cincinnati,
- C. W. Tunis, Probst Lumber Company, Cincinnati.
- W. E. Talbert, Talbert-Zoller Lumber & Veneer Company, Cincinnati.

J. W. Taylor, H. H. Giesy Bros., Columbus,

- R. E. Thompson, Thompson Hardwood Lumber Company, Cincinnati.
- R. Tustin, Johnson-Tustin Lumber Company, Memphis, Tenn. Samuel H. Taft, Cincinnati.
- E. M. Vestal, Vestal Lumber & Manufacturing Company, Knoxville, Tenn.
- J. P. Vestal, Vestal Lumber & Manufacturing Company, Knoxville, Tenn.

R. H. Vansant, Vansant, Kitchen & Co., Ashland, Ky.

H. H. Vansant, Vansant, Kitchen & Co., Ashland, Ky.

II. R. Welling, Mowbray & Robinson Company, Cincinnati,

- F. E. Risley, Mowbray & Robinson Company, Cincinnati,
- J. C. West, the Atlas Lumber & Manufacturing Company, Cincinnati.

W. G. Ward, W. G. Ward Lumber Company, Ironton, Ohio.

O. L. Wade, W. M. Weston Company, Boston, Mass.

A. H. Walton, Cincinnati.

R. M. Wilkinson, J. R. Simmons & Co., New York.

J. D. Wetz, J. D. Wetz & Co., Columbus, Ind.

Web. Woodfill, N. G. Swails, Greensburg, Ind.

M. H. Welsh, Lamb-Fish Lumber Company, Charleston, Miss.

N. E. Walker, Covington, Ky.

W. L. West, Henry Disston & Sons Company, Cincinnati.

George E. Watson, secretary Southern Cypress Manufacturers' Association, New Orleans.

C. F. Whisler, Whisler & Scearcy Company, Ironton, Ohio. Also Hillsboro, Ohio,

S. O. Wood, Kenova Box Company, Kenova, W. Va.

J. K. Williams, Williams Lumber Company, Fayetteville, Tenn.

Geo. Wabnitz, Jr., 6809 Carthage Ave., Cincinnati.

H. G. Williamson, Cincinnati.

T. A. Washington, Hunt-Washington & Smith, Nashville, Tenn.

J. C. Walker, Anchor Lumber Company, Cincinnati.

W. B. Weaver, Flynn Lumber Company, Swiss, W. Va.

Thos. J. West, Baltimore & Ohio, Cincinnati.

J. H. Whaley, Southern Lumberman, Nashville, Tenn.

K. F. Williams, Anchor Lumber Company, Cincinnati.

Giles Wright, Wright-Kitchen & Co., Ashland, Ky.

- C. A. Weis, Alexandria Cooperage & Lumber Company, Alexandria, La.
- R. C. Witbeck, The Ferd Brenner Lumber Company, Alexandria, La.

W. W. Welch, Cherry River Boom & Lumber Company, New York City.

W. M. Weston, W. M. Weston Company, Boston, Mass.

J. W. Waltman, J. W. Waltman Lumber Company, Evansville, Ind.

E. J. Wellinghoff, C. M. & St. P R. R., Cincinnati.

- C. J. Wilson, Geo. C. Brown & Co., Memphis, Tenn.
- A. T. Williams, Williams Lumber Company, Fayetteville, Tenn.

W. G. Wilmot, Lidgerwood Manufacturing Company, Chicago, Ill.

S. A. Williams, Williams & Voris Lumber Company, Chattanooga, Tenn.

J. M. Woods, J. M. Woods & Co., Boston, Mass.

Daniel Wertz, Maley & Wertz, Evansville, Ind. Chas. Wertz, Daniel Wertz & Co., Grammer, Ind.

D. R. Winn, Burton-Schwartz Cypress Company, Perry, Fla.

H. P. Wiborg, Harry P. Wiborg, Cincinnati.

Jas. S. Zoller, Talbert-Zoller Lumber & Vencer Company, Cincinnati.



- E. O. Robinson, Mowbray & Robinson Company, Cincinnati, O.
- R. M. Carrier, Carrier Lumber & Manufacturing Company, Sardis, Miss.
- G. E. W. Luehrmann, Chas. F. Luehrmann Hardwood Lumber Company, St. Louis, Mo.

Two Years.

- W. M. Ritter, W. M. Ritter Lumber Company, Columbus, O.
- E. M. Vestal, Vestal Lumber & Manufacturing Co., Knoxville, Tenn.
- W. B. Townsend, Little River Lumber Co., Townsend, Tenn.
- J. H. Himmelberger, Himmelberger-Harrison Lumber Company, Cape Girardeau, Mo.
  - J. F. McIntyre, J. F. McIntyre & Sons, Pine Bluff, Ark.

### 1916 STATE VICE PRESIDENTS

ALABAMA-J. M. Cheely, Kentucky Lumber Co., Sulligent, Ala. ARKANSAS-R. Carnahan, Kentark Land & Lumber Co., Allport, Ark.

ILLINOIS—P. E. Gilbert, Wisconsin Lumber Co., Chicago, Ill.

KENTUCKY—Geo. H. Gearbart, Clearfield Lumber Company, Clearfield, Ky. LOUISIANA -H. V. Sherrill, Colfax Hardwood Lumber Company, Colfax, La.

Mississippi—Fred K. Conn, Bayou Land & Lumber Company, Yazoo City, Miss.

Missouri—Max Pease, Galloway-Pease Company, Poplar Bluff, Mo.

NORTH CAROLINA-W. J. Grandin, Grandin Lumber Company, Grandin, N. C.

OHIO-W. G. Ward, W. G. Ward Lumber Company, Ironton, O.

Pennsylvania F. N. Pierce, Cherry River Boom & Lumber Company, Scranton, Pa.

SOUTH CAROLINA—Andrew Gennett, Gennett Lumber Co., Franklin, S. C. TENNESSEE—J. K. Williams, Williams Lumber Company, Fayetteville, Tenn.

TEXAS—Albert Deutsch, Sabine River Lumber & Logging Company, San Antonio, Tex.

VIRGINIA-N. W. Easterly, Lebanon, Va.

West Virginia—M. W. Stark, American Coal & Lumber Co., St. Albans, W. Va.

### STATE DIRECTORS.

ALABAMA--II. H. Hitt, H. H. Hitt Lumber Company, Decatur; J. T. Foreman, Hendrix Lumber Company, Drifton.

Arkansas-W. C. Bonner, J. H. Bonner & Son, Heth; J. W. Wheeler, J. W. Wheeler & Company, Memphis.

ILLINOIS—H. S. McGhee, Fischer Lumber Company, Kewanee; R. L. McClellan, Paepcke Leicht Lumber Company, Chicago.

KENTUCKY W. T. Schnaufer, Turkey Foot Lumber Company, Lexington; U. B. Buskirk, Buskirk-Rutledge Lumber Co., Cincinnati, O.

L. B. Buskirk, Buskirk-Ruttledge Lumber Co., Cincinnati, O. Lot 1814MA C. A. Weis, Alexandria Cooperage & Lumber Company, Alexandria; E. B. Schwing, Schwing Lumber & Shingle Co., Plaquemine.

MISSISSIPPI-B. F. Dulweber, Kraetzer-Cured Lumber Company, Moorhead; A. V. Wineman, A. G. Wineman & Sons, Greenville.

Missot Ri. W. P. Anderson, Gideon-Anderson Lumber & Mercantile Company, St. Louis; Chas. F. Knott, Chas. Knott & Company, New Madrid.

NORTH CAROLINA C. N. Hutton, Hutton & Bourbonais Company, Hickory.

Онто—W. I. Barr, Barr-Holladay Lumber Company, Greenfield; W. H. Nigh, Nigh Lumber Company, Ironton.

Tennessee -M. B. Cooper, Three States Lumber Company, Memphis; S. M. Nickey, Green River Lumber Company, Memphis.

TEXAS L. D. Gilbert, Southern Pine Lumber Company, Texarkana ; Philip Ryan, Philip A. Ryan Lumber Company, Lufkin.

Virginia—R. C. Duff, R. C. Duff Lumber Company, Duffield; J. D. White, Mountain Cove Lumber Company, Shawsville.

WEST VIRGINIA- Peter Carroll, Clay Lumber Company, Middlefork; M. N. Offutt, Rockeastle Lumber Company, Huntington.

The convention adjourned after an acknowledgment by Mr. Burns of the honor of which he was the recipient.

### ENTERTAINMENT

The entertainment feature was a smoker and Dutch lunch served on Tuesday evening by the association. The feature was some elever cartoon work in crayon by a famous Cincinnati cartoonist, prominent members being the "butts."



# Michigan Mid-Winter Meeting



Most favorable reports of available northern stocks with caution against too great activity tending to ultimate over-production featured the mid-winter meeting of the Michigan Hardwood Manufacturers' Association held at the Statler Hotel, Detroit, on Friday, January 21.

Secretary's Report

Following the roll call and the reading of the minutes of the preceding meeting, Secretary J. C. Knox read the following report, which also includes a summary of financial statement:

The year which has just closed was one of anxiety so far as the lumber business was concerned. Especially was this true at the beginning of the year, but conditions have grown better so that today we are looking for a much better year and the prospects are brighter than those of a year ago, but it might be well to consider well before cutting up too much lumber.

Our estimated cut for 1916, with practically the same number reporting as a year ago, is 86,000,000 more hardwoods than was actually cut in 1915, and 3,500,000 feet less of hemlock.

### STOCKS

Comparison of total stocks on hand January 1, 1916, with those of one year ago shows considerable less production of hardwoods (21,634,000 with three less members reporting than a year ago, and with 26,547,000 feet less net stock). We must also take into consideration that a number of our members have cut out and are practically out of the manufacturing game. Those going out this year are the Charlevoix Lumber Company, Dennis Salt and Lumber Company, Peninsula Bark and Lumber Company, and Smith & Hull Company.

To offset the above we have one new member—Brewster Loud, with mills at Au Sable and Curran, Mich. Our market conditions committee will cover this subject in detail.

### FINANCES

Our treasurer's report shows a cash balance on hand January 10, 1916 of \$1,994.11 in the general fund and \$1,351.82 in the forest fire fund. Since that date we have received, account the hardwood assessment due December 1, 1915, and hemlock assessment due January 1, 1916, \$1,309.94 at this writing.

Our hardwood assessment to date has netted us \$2.903.37 with a number of members paid in full and four members not yet reporting. We figure there is due May 1, 1916, the balance of the hardwood assessment of \$2.341.20, not including the four members not yet reporting.

So far our hemlock assessment has netted us \$1,075.02 with quite a few members not reporting.

## MICHIGAN LUMBER RATES

Michigan lumber rates remain as they were when last reported to you and there does not seem to be prospect of any immediate change. We have been advised, however, of a reduction in the lumber rates from Michigan territory to Pacific coast terminals and also intermediate points, same to take effect in the near future.

# HEMLOCK BARK

The outlook for hemlock bark is especially good and we have docketed this subject for discussion today. Have also invited C. U. Clark, a bark expert of Grand Rapids, to give us his views on that subject.

# WEEKLY SALES REPORTS

As instructed by you at the October meeting we have inaugurated a system of weekly sales reports which are being mailed to you each week. We endeavored to put this report up on our writerpress, but the sales came in so fast and in such volume that we were compelled to print the figures in order to get them to you in time to be of most benefit. This expense has cost us to date an average of about \$3.75 per page, exclusive of postage.

# GRADING OF HEMLOCK LUMBER

This subject was docketed at request of one of our members, who will advise us today just what changes, if any, are desired.

### LUMBER EXHIBIT

We were asked by the National Lumber Manufacturers' Association to prepare an exhibit of maple, beech and elm boards for the purpose of exhibiting at the various retail lumber dealers' association meetings, and two of our members, without expense to the association, have kindly furnished said boards and the exhibit will stand as samples of the different woods as produced by the Michigan Hardwood Manufacturers' Association.

# ADVERTISING HEMLOCK

Members of our association have been asked to join in the hemlock advertising campaign with the Northern Hemlock and Hardwood Manufacturers' Association, and your committee appointed at the last meeting to attend the meeting of the Northern hemlock association at Milwaukee last October, advised favorably on the subject. Same was then presented to the members in circular form, but there were so many of our members who did not seem to be interested that we were obliged to inform the Northern hemlock association of our not being willing to entertain the proposition. We were recently asked by one of our members to bring this subject up again, and you will kindly indicate your pleasure in the matter.

J. L. Morford, chief warden of the Forest Fire Protective Associa-

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The report state 100 at the transition of the continuous continuous the total cost would be 48, 80, and are a comparison of war for since a boundaries expresses. Detecting all the contact from last year's work, the worder asker for the cost of appropriation of about \$7,000 for the new year.

On direct vote, the recommendations were adopted

# Market Conditions Encouraging

W. C. Hall, chairman of the narket construction matter, read a very encouraging report, which follows in tall:

It is come essary for this commattee to the activation of a commattee to the activation of a commattee to the activation of a compared to the activation of a compared to the activation of a compared to the activation of a commattee to the activation of the say that one year ago with the manifest restriction of the activation of the say that one year ago with the manifest restriction of the activation of the say that one year ago with the manifest restriction of the activation of the say that one year ago with the manifest restriction of the activation of the say that some in the slope of ear well's reported seven on will note that some in the slope of ear well's reported seven on will note that some and that so tar next research of the activation the tensor full besides, and Charlle Biglow on third has getting ready to steal home, everything is favorable from our standpoint. We are making the prices; the buyer has little to say other than to begit to early deliveries. He has allowed his stocks to an away down and the last to have the lumber. Dry stocks have already been pretty well chanced up and every mail is loaded with urgent impuries. The above are facts well known to very new the has a local dose.

Sentiment in the committee seems to favor an advance in prices on grades especially for which the demand is becoming heavy. We are entitled to all we can get, for not only is our production vitally necessary in the world's work today but we have the serious losses of the past two years to take into consideration. The committee has also given due consideration to the fact that any recommended advance that actual conditions will not justify would be fatal to our interests. Any recession from recommended prices will be regarded as a weakness that the huyer will instantly attack and will result in the loss of all the effect of a steadily advancing market and an increasing demand. It was only after considering the matter from all those viewpoints that we recommended the attached list of values and your committee teels that they are conservative and believes that in future weekly reports of sales you will see as this most order to sales you will see as this most order to sales you will see as this most order.

This committee feels that an important part of its duty lies in advising the association of conditions which should be anticipated. With this in mind we want to sound a little warning with reference to the to a flexist production of the cost in the fact follows 300 427 M Det and we preduced 354,307 M feet, a difference of less than two per cent, Our estimate for 1916 is 440,631 M feet, or an increase of twenty two per cent. The market should readily absorb this increase, for it is not up to normal for ordinary years, but there is danger it it should be exceeded. While we do not believe it is in our power to bring about an overproduction, at least for several months to come, there still exists the possibility of such an unfortunate situation, and the headlong manner In which some of us are going about it will cause it to come to pass if market conditions should fail to continue the boom which is now in evidence. Some manufacturers are running nights and practically all are started up again, apparently with the assumption that the improved conditions are permanent and that there can be no setback. There is danger that we will all try to too quickly re-oup our recent losses, and so in the end prevent any of us from evening things up a bit. If genera' business emditions continue as they at , there is no doubt that lumoer values will continue to climb, but if some sudden and unforseen influence should depress general conditions, then an everproduction, however slight, would weigh heavily against us. We should consider this and play the game safe. Our slogan should be 'Nobody Out''; 'Nobody goin' to git out."

The commuttee wants to congratulate those in the association whose we stid persistent to be of curtailment, even of these of great cost to themselves, has been such a large factor in bringing about the pleasing condition which prevails today.

The end little nine general prime at the numbers on and thank them for the splendid cooperation they have shown in furnishing the entry with the information of the solutions report. These restricts the notation that the percentage members and have unquestionably conserved many dollars to all those who have restricts to the percentage members.

I'm we information to your models, it is becoming particle out, which formers it is characteristic mention and to the committee alone, and if all the members would participate it would keep us all fully posted as to market conditions in detail and redound to still greater benefit to us all

Some members do not like the idea of disclosing the location of the null making the sale, particularly where there is only one concern and it by feed accessed that the entering described somewhat as follows: Colliber District; Bay City In tree 11 ks. Hence Shore; Lake Michigan Shore, Upper Pennisela Roff 11,100 Pennisela Water points on Lake Michigan and Upper Pennisela Water points on Lake Superior.

It was also suggested that the reports on hardwood and water hem lock should continue to be based on f o b, mill values, but that on rail hemlock the delivered price should be used and the market designated, and your committee would like to have this point discussed.

There followed a discussion of some of the recommendations made in the report, notably that of grouping the various territories to cover reports on sales coming from numbers. It was finally decided that the matter should be held in abeyance until the next meeting.

The question of basing reports of hemlock sales on delivered prices was covered in a motion to the effect that they be made on that basis in the future.

# Timber Taxation More Favorable

T. W. Hanson said the report on taxation compiled by the committee on legislation will be mailed in full from the secretary's office. In commenting on the report he said that there is very little difference in assessment on timber in different sections, it running from \$50 to \$60 per acre; that the upper peninsula is less favored than the lower part of Michigan. He maintained that the assessment on cut-over lands is too high and that it should be the same as the price at which the property could be sold; that the matter is being taken up with the authorities and probably will be worked out on that basis.

Mr. Hanson stated that some of the cut-over lands in the lower peninsula that were formerly listed as assessed at \$8 to \$10, are now down to \$6; that most of the land there would average \$5 in a cash sale, and some around \$4.

C. U. Clark, Grand Rapids, Much., expert on hemlock bark, gave a very interesting talk on this subject, stating that the general situation surrounding hemlock bark markets is rather uncertain, although at present it is good. He spoke of conditions resulting from competition with other tanning materials mainly touching on chestnut oak bark extract.

Mr. Clark is in a position to size up the situation very thoroughly as he has been in the business all his life and handles this line of work exclusively. He stated that the buyers are now making purchases only for immediate use on account of the high prices. They are not willing to tie up any great amount of capital in excessive amounts of raw material.

Herman Kunnert of the Charcoal Iron Company of America, Newberry, Mich., brought up the question of uniformity in hemlock grades with the idea of reconciling the present grades of hemlock in the different localities from which it is shipped. The question was thoroughly discussed, but no action was taken.

On motion, Fire-warden Morford was appointed representative to attend the meeting of the state game, fish and forestry convention to be held at Lansing in February.

E. V. Babeock, president of the National Hardwood Lumber Association, talked briefly, saying that he was especially impressed with the real team work shown at the Michigan meetings, and the lack of any frills or frivolity. He sketched the history of his interest in the National Hardwood Lumber Association, saying that that organization since he has been actively associated with it has always looked upon the Michigan contingent with great respect. He touched on the question of hardwood grades.

Resolutions were presented and adopted on the deaths of W. W. Mitchell and D. M. Kneeland.

There being no other business, President Mitchell asked for a motion to adjourn.



# Annual Rotary Gum Association



Approximately eighty per cent of the entire production of rotary cut gum veneers was represented at the first annual meeting of the Commercial Rotary Gum Association, which was held at the Hotel Chisca, Memphis, on January 11.

What this compact organization has accomplished in one single year of existence has proved of incalculable benefit and value to the members; and the enthusiasm and lively interest displayed must surely result in raising the membership list of the association to represent nearly one hundred per cent of the industry during the year of 1916.

The new officers of the organization who were elected to hold office during the ensuing term are:

PRESIDENT, Ralph L. Jurden, Penrod-Jurden & McCowan, Memphis, Tenn. VICE-PRESIDENT, D. Van Briggle, Helena Veneer Company, Helena, Ark. SECRETARY-TREASURER, Robert C. Stimson, Stimson Veneer & Lumber Company, Memphis, Tenn.

DIRECTORS—G. W. Sparks, Waetjen-Ingram Veneer Company, 10s Arc, Ark.; E. D. Beals, Hardwood Products Company, Neenah, Wis.; B. W. Lord, Chicago Veneer Company, Danville, Ky.

### President's Address

In his annual address President Jurden presented a summary of the history of the Commercial Rotary Gum Association, which has resulted from a temporary organization that was formed in an effort to bind together the gum veneer manufacturers.

Out of this temporary organization has grown the Commercial Rotary Gum Association, and any reputable manufacturer of commercial rotary gum veneer is eligible to membership. The term "commercial" is used to define the product of the mills from box shooks and similar low-grade stock does not, except in extreme cases, go into competition with the class of veneers manufactured by the members of the association.

After touching upon other various phases of the birth of the association, the president outlined to the members the working of the association during the year of 1915 in the following manner:

The first important work to be taken up was the inspection rules, and after much hard work on the part of the inspection rules committee a set of rules for the inspection of rotary gum veneer was adopted and published in booklet form, and I think three or four hundred copies furnished to each member for general trade distribution. The result has been that from some sources-i. e., from jobbers and veneer buyers-a considerable amount of criticism, and as one gum veneer buyer expressed it to one of our members, it appeared that the gum manufacturers were trying to force down the throats of the consumers grades of vencer that were not merchantable, and that the consumer could not use, etc. On the other hand, some of the members have expressed themselves as feeling the rules too severe on the manufacturer of veneers, and more favorable to the buyer or consumer than to the manufacturer. This is a very natural consequence, and one fully to be expected, as it is a most difficult proposition to adopt a set of rules covering any commodity that will please each producer and each consumer.

Relative to our membership, starting last February with ten or eleven members, we have today a membership of twenty-one concerns actively engaged in the manufacture of commercial rotary gum veneer. There are probably not to exceed four to six veneer manufacturers who produce any gum veneers to speak of who are not members of this organization. I do not know of any accurate figures available, but I believe I am perfectly safe in saying that fully eighty percent of the annual product of commercial rotary gum veneer is manufactured by the members of this organization. Certainly we want the other four or six to come in and affiliate with us, and we are making every effort to secure their applications and secure their co-operation, but we should not forget that with a membership representing eighty percent of the production, we are strong enough to go on and accomplish great results for this industry, but I want to say here that it is absolutely essential that the officers and directors and committees have the full co-operation of the membership, and that no real results can come to us, no matter what effort is put forth by the officers and directors and committees, unless they are strongly supported by the membership. As has been so aptly said, no chain is stronger than its weakest link, and this expression fittingly implies the relation of each and every member of this association.

In October, figures for building permits started going up, and in November, throughout the country records in many cities were smashed. The lumber and veneer industry, always slow to feel a revival of business after a panic, gradually became affected, and the result today is that nearly all mills are running full time, orders are plentiful, and prices, particularly in gum lumber, in the past thirty days have advanced an average of \$3.00 to \$5.00 per thousand feet. I am sorry I cannot say so much for veneer, but I do know that prices can and are being obtained today for standard grades of gum veneers that could not be obtained sixty days ago.

One very important feature to which I wish to call your attention, is the gum log situation in what I would term the Memphis territory or the Mississippi valley. Sixty or ninety days ago general business conditions did not seem to warrant the production of large supplies of gum logs, and the manufacturers who logged their own timber, and the loggers who

produced logs for the market, did not perhaps produce more than forty to fifty per cent of a normal fall crop of logs. The result today is, with this revival of business, the wildest scramble for logs ever known in this section. Weather conditions are here which retard operation, and only a small amount of logs are coming out, or can be produced at this time. The result is that gum logs in this section have advanced at loading points \$2.00 to \$3.00 per thousand feet in the last two to four weeks, and unquestionably will reach a still higher level in the next thirty days.

To you gentlemen who are more fortunately located where weather conditions do not so greatly affect your supply, I hope you will take into consideration that logs are worth more today, and that you will get more for your prod-If your logs have cost you only \$8.00 or \$9.00 per thousand, don't give away the profit on your fortunate purchase, but charge your logs to your mill operation at \$12.00, and base your price on your veneers accordingly, and I want to say in conclusion, that if you don't get the price for your gum veneers today, you never will. Conditions are ripe, and business has arrived, and it is up to each and every member to base his prices on his production so that he will participate in this business revival.

In his talk to the association, John M. Pritchard, secretary of the Gum Lumber

Manufacturers' Association, discussed the system which his organization employs to advance the consuming demand for gum lumber. Mr. Pritchard has probably done more to advance the interests of gum than any other one man, and is largely instrumental in placing the product in the excellent position that it now occupies in the markets of the world.

J. H. Townshend, secretary and manager of the Southern Hardwood Traffic Association, in his address stated that he felt certain many of the discriminations now existing in veneer rates would be ultimately removed by the Interstate Commerce Commission.

"It is a very unique situation in the lumber industry," said E. D. Beals, president of the Hardwood Products Company of Neenah, Wis., and treasurer of the Mississippi Veneer & Lumber Company of Cedars, Miss., "that gum must compete with other woods of low-grade and others of high-grade. The lower grades of gum must stand competition with other woods that are used for cheaper grades of interior trim; and then the rotary and quarter-sliced veneers must stand up against the very highest grades of other lumber."

In his paper on "Uniform Cost Accounting in the Veneer Mills," Benjamin W. Lord, president of the Chicago Veneer Company, Danville, Ky., presented a great deal of lucid and valuable information upon the fundamental points of cost accounting. He cautioned the members against various abuses by consumers which run up the costs.

No definite action was taken at this meeting toward uniting the headquarters of the Commercial Rotary Gum Association with that of the Gum Lumber Manufacturers' Association, although there was considerable discussion regarding the movement.



R. L. JURDEN, MEMPHIS, TENN., RE-ELECTED PRESIDENT



# Meeting of the Wood Preservers



A To bear The tackers are thousand the Alexander As a cation was belt James 18, 10 . 11 10 5 1111 11. Change the trought provided to the the state of the state of the Line of the comment of a comment VV1 room by a too part or the earling of the conof Hotel Sternan The good of the street of the control was P. H. Newell who is at the bear of the action of 1 - 2 - 2 - 1 (1 - 1 d) 1, University of Illinois. Mr. Newell was formerly chief engineer of section, into technic the United States Real of attor Service as secretary of the America, Proceedings

The selection of the place for rectine a section led to a stort and spirated correst. Nine cities were placed in nomination and one ballet was take, without result, no city receiving a majority of all the votes cast. The candidates and the first vote stood as follows: Chicago, 34 votes; New York, 25; Philadelphia, 4; St. Louis, 2; Columbus, Ohio, 1; Baltimore, 1; Boston, 1; Buffalo, 0; Charleston, S. C., 0. The three cities receiving the highest votes remained as candidates, and the others were dropped. The second ballot resulted in the choice of New York by 54 votes to Chicago's 34.

### OFFICE S AND COMMITTEE

The selection of officers and committees for the ensuing year was the order of business for Thursday afternoon, and the result is shown

Prisiply. Carl G (trawford general manager Virginian Grossoting C  $\ell$  only, Leasting Ky

J. In Proc. perest to a to Pennsylvania Rad Last Viol Phismos. rood Corgany, Philadelphia, Pa-

See SEE VEEL Planting Set M = K . Truncally, were president of the Na tietal Immber and Cross ting Computer, Texathara Tex-

Secretary Treasurers (F. J. Angier, superintendent of timber preservation of the Baltimere & Ohio Railroad, Baltimere, Md.

Experience Committee A. R. Jove, Othere years, Jove Watkins Company, Chicago; F. S. Pooler (three years), the agent for Chicago, Milwanko & Sr Paul Re way, Cheager toor: F. Rex (two years), manager treating plants Atchison, Topeka & Santa Fe Railway, Topeka, Kan.; George M. Davidson (two years), chemist and engineer of tests, Chicago North Western Railway, Chicago; J. B. Card (one year), manager Chicago Creosoting Company, Chicago; V. K. Hendricks (one year), assistant chief engineer, St. Louis & San Francisco Railway, St. Louis. Mo.; J. H. Waterman (one year), superintendent of timber preservation of the Chicago, Burlington & Quincy Railread, Galesburg, Ill.

NOMINATING COMMITTEE-E. B. Fulks, vice president and general manager American Tar Products Company, Chicago; Lowry Smith, superintendent the plant Northern Pacific Railroad, Brainerd, Minn.; Frank McArdle, superintendent tie plant Indiana Zinc Creosoting Company, Terre Haute, Ind.; C. W. Lane, supervisor timber preserving plant Baltimore & Ohio Railroad, Green Spring, W. Va.: Walter Buehler, vicepresident Butler-Coons Contracting Company, South Minneapolis, Minn.; N. C. Brown, professor forest utilization New York State College of Forestry, Syracuse, N. Y., and J. H. Waterman, G. E. Rex and A. E. Larkin, former presidents of the association.

### American to Report

The formal address of welcome at the opening of the convention was given by J. W. Kendrick, consulting engineer of the Atchison. Topoka and Santa Fe Railroad, who have the top convention that of the twelve annual meetings of the association, eight were held in

President J. H. Waterman's actual ratios for empliphet work and anticipated work for the future. That was followed by the report of the secretary-treasurer, F. J. Angier, superintendent of timber preservation of the Baltimore & Ohio Railroad.

The afternoon of the first day's session brought technical reports and addresses, the first being that of the standing committee No. 4 on plant operation. This report was in charge of A. L. Kuehn, chairman of the committee.

W. H. Grady of Louisville, Ky., general superintendent of the American Creosoting Company, presented a paper on the selection and purchase of fuel. He said that this important matter is frequently left to the purchasing agent who may or may not be competent to make wise purchases; but some companies place this important matter in the hands of a purchasing engineer.

The kni of tiel lest suited to the row of a plant must be

determined, enclosures for the total and a pending upon local conditions. The fuel may be gas, oil, coal, or wood. The speaker discussed the merits of different fuels in heat production. It is usually counted that in heat development a ton of coal equals 1,000 cubic feet of gas, or a barrel of oil, or a cord of wood. East of Pittsburgh a ton of coal is 2,240 pounds, but west of that city, it is A corl of we have been deal to weigh 2,850 pounds. A barrel of oil contains 42 gallons. The speaker discussed the methods of calculating heat values of fuels so that one fuel might be intelligently compared with another, and the relative costs could be

# CREOSOTING TIMBER

Two papers on creosoting timber were offered, the first, "Methods of Treating Douglas Fir Timbers," by O. P. M. Goss, of Seattle, Wash., and the other "Creosoting Piling and Poles," by Frank W. Cherrington. Mr. Goss directed his remarks chiefly to the problem of treating timbers without lessening their strength sufficiently to invite failure. Treated timbers fall into two classes, considered from the standpoint of demand on strength. Some are used for purposes where strength is not of prime importance, as posts and paving block; while others, as bridge timbers, must not be weakened to the danger point. The treating of wood by processes involving boiling and steaming has a tendency to lessen the timber's strength.

The problem which the treating engineer must solve is to so handle the material that strength is not sacrificed. In the case of Douglas fir this is possible. Mr. Goss submitted a set of figures, derived from actual experiments made, by which he showed that some treated Douglas fir is actually stronger than untreated, but in other instances that result was not shown. His conclusion was that "Douglas fir bridge stringers can be effectively creosoted without injuring their strength, a fact which should be of interest particularly to railroads, and also to other consumers of structural timbers."

Mr. Cherrington's paper dealt with timbers that were not required to sustain heavy loads, consequently any moderate lessening in strength is not important. Such timbers include telegraph and telephone poles and the piling employed in bridges and harbors. Preservation against decay is the chief end in view. Decay is usually worst at the ground or the water line, and heretofore one of the chief drawbacks has been the impracticability of treating that part of the pole or pile without treating the rest of it. To treat the whole timber involves unnecessary expense. The speaker announced that an apparatus has been perfected by which one part of a timber may be treated without treating the whole stick. He said that such treatment will produce the following results:

- 1. It would place the butt treatment upon a strictly reliable and scientific basis.
- 2. It would permit more than a mere treatment of the sapwood.
- 3. It would place under control the amount of creosote injected per cubic foot of timber.
- 4. It would allow any do ited preservative treatment to be utilized at the butt only, of a pole or pile.
- 5. It would reduce cost of pressure treatment without reducing emciency of preservation, as the same penetration of preservative is secured at the vulnerable air and water line, or air and ground line portion, as if the entire timber is treated under pressure.

# PRESERVATIVES AND SPECIFICATIONS

A number of papers, reports and addresses were presented by individuals and committees on the subject of preservatives and specifi-

The report on preservatives was presented by Louis C. Drefahl, chairman of the committee.

The foreign creosote oil situation was described in a report by G. A. Lembeke. The effect of the war upon supplies of creosote from Germany and England was discussed. None comes from Germany, but supplies continue to arrive from England. About 30,000,000 or 35,000,000 gallons from that source reached the United States in 1915. Larger quantities of foreign oils were imported into this coun-

E. A. Sterling, chairman of the committee on specifications for pur-

chase and preservation of treatable timbers, presented the report which covered fifteen printed pages and went into the subject thoroughly and covered many technical details of interest to the engineer but not to the general public.

There were two reports on zinc chloride, one by William Townsley on "The Chloride of Zinc Situation," the other by W. F. Goltra on "Quantity of Zinc Chloride per Tie or per Cubic Foot of Timber, and Method of Determining the True Strength of the Solution."

### TIES AND WOOD BLOCK PAVING

Five reports and addresses were given dealing with the crosstie and wood block paving situation.

- R. Van Meter's paper on "Woods Suitable for Crossties" said that three points, aside from the wood's durability, should be considered in selecting crosstie material. These points are:
- 1. That it be sufficiently strong to withstand the ordinary strains due to center binding, etc.
- That it be sufficiently dense to resist spike pulling and lateral pressure on spikes; and
- 3. That it be sufficiently hard to have a proper resistance to rail wear. Considered from these points fifteen tie timbers are given, ranged in the order of their mechanical value as ties. They are named as follows: Black locust, sugar maple, white oak, red oak, beech, long-leaf pine, red gum, shortleaf pine, western larch, tamarack, eastern hemlock, white fir, lodgepole pine, western yellow pine, northern white cedar.

Hermann von Shrenk discussed the growth of fungi on untreated ties.

Wood block flooring was the theme of a paper by Clyde H. Tees-

dale, chairman of the standing committee on that subject.

A. E. Larkin, chairman of the committee on wood block paving, read the committee's report.

### SERVICE TESTS

Five committees made reports on service tests and on other matters of business which came before the convention on its last day. The longest of these reports was presented by H. M. Rollins, chairman of the committee on bridge and structural timbers. One recommendation by this committee was as follows:

We would recommend that the work assigned to this committee be assigned to our Forest Service members, as a permanent committee, as they are always on the alert for just such information as we have tried to collect. They could make annual reports of new data discovered during the year, and same could be added to the exhaustive report given by them in 1915; and this report with its additions from year to year could become a permanent feature of our proceedings.

The committee devoted most of its report to specifications for timber and piling, creosote oil and treatment in use by the Norfolk and Western Railway Company, and to War Department specifications for piling and lumber.

### CHANGES IN BYLAWS

John Foly, of the committee on constitution and bylaws, submitted a report in which a number of minor changes were recommended, which were adopted. The method of balloting by letter was adopted. A nominating committee was provided for, and its duties will consist in naming officers.

It was decided that the association shall prepare a manual on wood preservation.



# Chicago Lumbermen's Annual



The Lumbermen's Association of Chicago held its forty-seventh annual meeting on the evening of January 17 at the LaSalle Hotel, Chicago. The meeting was attended by more than 250 members despite the severe cold weather that prevailed that day. The occasion was divided in two parts, the banquet and the business session. At the conclusion of the dinner, the more weighty affairs of the association were taken up and were presented in a series of addresses and reports.

The retiring president, George J. Pope of the D. S. Pate Lumber Company, covered the year's work in his address, and took occasion to look hopefully into the future. The remarkable increase in membership during the past year was referred to with pride by the speaker. The addition of 142 new members during that time broke the record of this association, and probably broke the new membership records of all lumber associations.

The speaker took up the work done by the several committees, and commended their efforts which had met with success in all cases.

Though during the year 142 new members came in, eight went out by the gate through which all must pass. Losses by death included Oliver O. Agler, Sietz J. DeVries, Milton Miller, Wallace L. Serrell, Moses F. Rittenhouse, A. C. Bendien, Joseph Miksak, Leonard Bronson.

The Lumbermen's Mutual Casualty Company was classed as an association activity, having been organized in the association rooms and officered entirely by members of the association. Several years ago the pine yards secured a reduction in insurance rates. The speaker thought it would be well for hardwood yards and mill men to give the matter some consideration.

Chicago was the first city to have a daily paper, the *Herald*, give space from day to day to lumber matters; but many papers in other towns and cities are now doing it.

Mr. Pope urged inter-trade among members, where other things are equal; and recommended that members throw business to manufacturers, wholesalers, and commission men who support the association.

THE SECRETARY'S REPORT

Secretary E. E. Hooper's report dealt principally with the finances

Receipts during year	t
Total stocks	t
On hand at end of year	t
Total consumption	t
Shipments	t

There were 148,413,452 feet more lumber consumed in 1915 than in 1914, and 112,841,000 feet more shipped.

 The figures for shingles are here given:
 56.632.750

 On hand at first of year.
 533.441,000

 Receipts during year.
 531,586,750

 Sales and shipments.
 531,586,750

 Stocks on hand at close of year.
 58,487,000

The records for twenty-two years were broken by the lumber shipments of 1915. This large increase is accounted for chiefly by the greater activities of the car manufacturers and increased purchases by railroads.

# LUMBER INSPECTION

L. W. Crow, chairman of the inspection committee, reported that inspection of 383 cars was made for members in the city and 100 cars outside. The income was \$2,468, the expense, \$2,315, leaving a net profit of \$145. The fact that inspection work yields a financial profit was considered cause for congratulation.

The association has taken on another inspector who is thoroughly competent to inspect all kinds of northern hardwoods and whose inspection will be taken without question by the Hemlock Association and the Northern Pine Manufacturers' Association. It was stated that shipments from the Western Pine Association can now be handled satisfactorily. It was stated that inspection officially made by this association is the only legal one in the State of Illinois, for the articles of incorporation specifically state that when an inspection report is rendered it shall be binding upon the parties assenting to the employment of the inspector.

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The charge beautiful to some energy to the control of the five first the control of the control

The non-bristop committee, of which Filepolik Brown was continuous, reported as accessed compagn for new monders according to past year, at its houtely assumpty of result with a tellowing figures:

Minimum to make 25 (1917)

New to the make 25 (1917)

r · ·	552
Redate to ment of the second	4 9 1 g
Not the Cont. Total to 17, 1916.	7 1 1 m 1 2 m 1 4

The new members secured during the year included 53 resident, 75 non-resident, and 14 associate. The committee expressed the hope that a total numbership of 50 too. Little reached. The field for non-resident members has been only fairly opened.

### CREDITS AND COLLECTIONS

George A. Miller, chairman of the credit committee, submitted the committee's report, which went somewhat minutely into the committee's activities in collecting accounts which are commonly classed as bard to get. George E. King was chosen manager of the bureau's collection work. During the year there were submitted to the bureau 323 claims, aggregating \$31,931.15. These claims were of various ages and kinds, some outlawed by law, others defective because the addresses of the debtors were unknown. In spite of these and other handicaps, several thousand dollars were collected on these old claims and others were adjusted by note or otherwise. The committee felt that it had made an encouraging beginning, and the association was urged to make full use of the bureau's facilities for collecting accounts which need special attention.

# Thurst Achivities

The traffic committee's report was presented by its chairman, J. Fletcher Marsh, who recounted the work done during the past year. The special subjects considered were:

Lumber reclassification.

Problem in the Their peters;

Char on that there' me Charter

Opening up of the Peoria gateway.

Increasing carriers' interest in lumber service.

Milwaukee advances and Illinois five percent case.

Defeat of the "Fifty Car Bill."

Each of these topics constituted a field in which much work was done and it was usually successful from the association's standpoint. The "Fifty Car Bill" was an attempt to limit trains to fifty cars. The lumbermen of Chicago joined the Illinois carriers in fighting that measure, and it was defeated.

# AMENDMENT OF BY-LAWS

The by-laws of the association were formally brought before the meeting under a proposal to change two sections in order to meet the needs of the association. In their amended form the sections read as follows:

Section 1. The annual dues for resident members and non-resident members are the section of the delta section of

Section 2. The annual dues for associate members and non-resident members that the section of th

# ARBITEATION WORK

The committee on arbitration presented its report through its chairman, V. F. Mashek. Only two disputes were presented for arbitra-

the construction of the part year. The amounts involved were small and the disputes were friendly. The facts were not disputed, but the cases assumed certain importance on account of the principles involved. The construction's factor of the facts of the parties on both sides.

The contrating contributes a critical and lates for members of the raid of directors and for committeemen, and by authority of the control the normal sweet of the control as follows:

### Bearing Description

Dr. o. M. Heren H. Heren

Dv. o. OBO- H-H-Kn to.

Divisor of Contract Holland

Division "D"- George J. Pope.

Division "E" C. H. Worcester

Div. low tell M. S. Porto

Division "G"-Fred Werkmeister.

COMMITTEE ON AUDITRATION: -A. T. Stewart, Thos. Scanlon, G. H. Bulgrin, W. A. Herbert, C. M. Smalley, George P. Rinn.

Cover (1) to Althurs: J. W. Umbree, A. H. Schoen, Geo. D. Griffith, C. A. Paltzer, Murdock MacLeod, J. A. Dick,

# Baltimore Exports for December, 1915

The statement of exports for De et eer, 1915, as compared with the corresponding month of 1914, shows that the shipments of lumber and logs are nearly the same in value for the two months, the difference in favor of December, 1915, being not more than \$4,000. In a number of the items on the list reductions last month as against a year ago are to be noted, though at least some of the difference seems to be made up by an increase in values. There are increases in the shipnents also, spruce being in larger demand, apparently, for one thing. This wood is used extensively in the construction of aeroplanes, and the allies are calling for it in considerable quantities. Gum receives some attention also, the favorable impression created before the war being continued. There was likewise a material gain in the classification of "all other woods," which increase from 70,000 to 200,000 feet, whereas poplar and various other woods declined. Larger quantities of manufactures of wood were sent abroad, though such impediments as the continued withdrawal of vessels, the refusal of the steamship agents to quote rates, dock troubles on the other side and the domestic embargo contributed to hold the exports down to very modest proportions. It is impossible at the present time for the shippers to get ocean freight rates, they having to take their chances on the rate which just happens to prevail when a vessel sails. This also applies to the matter of tonnage. Within a short time the British government has commandeered four vessels of one agency at this port, which naturally leaves the transportation facilities greatly impaired. Some of the shippers have orders in considerable volume and at attractive figures, but they find themselves unable to fill these orders. The comparative statement of exports is as follows:

	1915.	1	914.
Legs, Hickory S0,000 fr. Wajnut 10,000 ft	\$ 2480	Quantity, \$2,000 ft. 20,000 ft.	Value. \$ 3,450 800
Ho rds, Gum. 19,000 ft. 550,000 ft. Pitch Pin. Short Leaf	468 20/28%	552,000 ft. 6,000 ft.	20,065 376
Shooks   S0,000 ft.     Poplar   214,000 ft.     Poplar   214,000 ft.     Sprine   60,000 ft.     All others   200,000 ft.     Shooks   6thers   838,000     Stayes   27,727	2,586 9,260 2,855 8,770 922 2,560	74,000 ft. 275,000 ft. 10,000 ft. 70,000 ft. 1,060 31,473	2,710 16,508 360 3,185 1,166 2,675
All other kinds of limber in Figure 11. Figure 11. Frammings	155		2.160 55
tures of wood	14.593		9,282
	\$66,901		\$62,792

Most mill owners say it is a good thing, and ought to be done, but how many actually know that each night, before leaving, someone has gone carefully over every part of the plant and examined every out-of-the-way place in which a cause for fire might exist?



GEO. D. BURGESS, MEMPHIS, TENN., RE ELECTED PRESIDENT



W. J. ECKMAN, CINCINNATI, O. FIRST VICE-PRESIDENT



R. S. HUDDLESTON, NEW YORK CITY, SECOND VICE-PRESIDENT

# National Lumber Exporters Meet



Emphatic assertions that a merchant marine flying the stars and stripes is of vital necessity to not only the development of the export commerce of the United States, but to its preservation, were made at the opening session of the National Lumber Exporters' Association, which convened at the Hotel Sinton, Cincinnati, January 20, for its sixteenth annual convention. The question of an adequate merchant marine under the American flag was the one big topic of discussion at the meeting.

President George D. Burgess of Memphis, Tenn., declared that the war has brought the American exporter face to face with the perils involved in the dependency of the country's shippers upon the ships of foreign competing nations for the carriage of its goods. He said that but ten per cent of the country's export trade has been shipped under the American flag.

In the discussion of this subject, the association was urged by the speakers to get behind any movement that will put more ships flying the American flag on the oceans. While not committing itself to any special plan, such as government ownership, ship subsidies, or subventions, the association will devote its efforts and give its assistance to a rational campaign for the upbuilding of an American merchant marine.

Mr. Burgess, in his address, declared that after Congress passed the amendment to the registry act, the number of ships under the American flag steadily increased until the LaFollette seaman's act was passed. From that time on, not only did this increase stop, but many ships were driven from under the American flag. He severely criticized American lawmakers who have "succeeded in blocking the restoration of our merchant marine" and placed them "in the front rank of trade stranglers."

Mr. Burgess declared that no country in the world had succeeded in throttling its shipping so completely as the United States. The seaman's act, Mr. Burgess held, is the logical outcome of years of haphazard efforts to determine a problem, the solution of which necessitated a settled policy and a well-defined purpose.

The dearth of shipping facilities was declared to be the most serious obstacle in the way of lumber export business. It was declared to be outrageous that the American exporter had to depend for his facilities with which to do business upon foreign competitors' ships. The tremendous advance in ocean freight rates, which, in some cases, was over five hundred per cent, was a severe burden, but even where the shipper is willing to pay this charge, he is often unable to obtain space, because there are no ships. The British government's re-

quirement that all British ships sailing from American ports carry at least fifty per cent of their cargo in food stuffs has seriously hindered lumber shipments.

That the British market needed all grades of American lumber in large quantities was vouched for by Mr. Frank Tiffany, foreign representative of the association, who reported on his activities for the past year. Mr. Tiffany stated that Great Britain had been cut off from the Swedish, Austrian, Russian and Japanese lumber supply, on which it formerly drew in large amounts, and now is looking to America to furnish its lumber requirements. He said that there was not an abnormal demand for lumber abroad, as had been popularly supposed, but the subnormal shipping facilities gave the impression of an abnormal demand. Mr. Tiffany's report was largely of a confidential character, telling of the settlement of claims and containing foreign credit information.

At the banquet which was tendered the visiting members in the evening at the Business Men's Club by local members of the association, Guy M. Freer, traffic manager of the Cincinnati Chamber of Commerce and president of the National Industrial Traffic League, gave an address on the congestion existing in export freight, applying particularly to shipments of lumber to the seaboard for over-seas delivery. The two important factors in this congestion, Mr. Freer said, were the great increase in exports and the decrease in bottoms. Other influences in producing the congestion were strikes of longshoremen and dockhandlers, the closing of the Panama canal, the inefficient lighterage service of the railroads, the negligence which permitted the overflow of freight in the terminal yards and the lack of good judgment in not placing embargoes sooner and the general inadequate terminals in New York.

As to remedies Mr. Freer said that there should be a continuance of the embargoes until there is a complete clean up of the present accumulation and the use of better judgment in placing embargoes in the future. He advocated a more uniform performance in the movement of export freight from interior points to the seaboard. The exporters should furnish the railroads with accurate information, where export freight is handled on domestic bill of lading as to the country for which the lumber is destined, and where known, the date of sailing of the vessel. He also urged the giving of prompt disposition orders to the carriers on the arrival of freight and where the freight is to be forwarded via a vessel under a deferred sailing, the storage of such freight within the lighterage limits to await the sailing of the vessel, instead of holding it in the carrier's cars. Mr.

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## FRIDAY'S SESSION

Govern D. Borgess of Monta. The constraint of the association between the basis of the constraints of the c Charles to Market Services Control

The secretor work of second of the Policy recommendationing the establishment of an American near and more energy of will lend the fit of effects to establish so continue often by stap parenase or by government ownership. The association also endorsed the plan to have a federal shipping board established and will use all its influence to bring this about.

The association endorsed a number of bills pending before Congress affecting shipping conditions. The amendment to the Harter act, which would make steamship companies liable for loss or damage to freight which may be occasioned by faults or errors in the navigation and management of vessels was endorsed. The bill which would provide for the issuance of through bills of lading by carriers on export shipments was endorsed. The Pomerene bill, which would

probibit the use of the shippers' load and count clause in bills of lading was approved.

The translation was given to Representative Alexander's full to increase the membership of the Interstate Commerce Commission and providing for the regulation of accessibly water engaged in foreign an inflict decommend and to the resent diverses that ye (scatting is full which we did not a him took too very to be broken to ble suit on claims for 1 6 1 1 6 76 1

The constant was determined to ask the Chamber of Commerce of the United States to use its influence to have the recent tariff of the trunk line railroads reducing tree time storage at North Atlantic ports from thirty to fifteen days, set aside permanently.

Decision was made to test the "bear dere" cases about which a misunderstanding has existed between lumber exporters of this country and brokers in England and Germany. These brokers, it was said, insure the American exporter against loss; that is, they guarantee the solveney of the buyer, according to the brokers' contention, while the Anchola version is that the bookers are bound to guarantee the payment of a specified sum.

### ENTERTAINMENT

The visiting members were the guests of the local members at a beef steak dinner at Wiedemann's German Kitchen, in Newport, Ky., just across the river from the city, Priday night. Impromptu talks were made by a number of the members, Alex Schmidt of Cincinnati, acting as toastmaster.

# MEETING BOARD OF GOVERNORS

After a short executive session by the board of governors Saturday morning, at which the foreign representative and the secretary were reappointed the convention stood adjourned and the delegates departed during the day for their various homes, voting the convention one of the most successful in recent years, despite the fact that their trade has been seriously crippled for over a year.

### Chicago to Entertain National Manufacturers

At the me times of the executive conflittee of the board of directors of the National Lumber Manufacturers' Association and the advisory commatter of the trade extension department, Chicago was chosen as the theeting place for the organization at the next annual convention, which will take place May 31 to June 2.

Inter-insurance and trade extension, which are both noted lines in which the association has been working, occupied a considerable time in the discussions, and reports of progress showed that substantial and gratifying he idway has oven made in both directions.

# Changes in Date of Meeting Pennsylvania Retailers

The Retail Lumber Dealers' Assolution of Pennsylvania, with offices in the Palace building, Pittsburgh, Pa., announces that the annual convention of the association will be held at the Fort Pitt Hotel, Pittsburgh, on February 8 and 9 instead of February 9 and 10, as originally announced. The announcement comes from G. P. Textor, president.

# Memphis Lumbermen's Club Dinner, January 15

A marked spirit of enthusiasm and cordiclity prevailed at the monthly meeting of the Memphis Lumbermen's Club, when the Memphis lumbermen, together with their guests, the members of the Gum Lumber Manufacturers' Association, totaling over 200 in number, sat down to partake of the invitation dinner tendered by the board of governors of the Lumbermen's Club on Saturday evening, January 15,

The meeting was presided over by S. M. Nickey, the new club president, who announced that the usual formalities and routine that were observed at the monthly meetings would be dispensed with upon this occasion.

E. A. Sterling, manager of the trade extension bureau of the National Lumber Manufacturers' Association, presented a short address in which he warned the lumbermen against the substitute competition which he purported to be the gravest situation which now confronts the industry. In concluding his remarks, he said:

concluding his remarks, he said:

In any or all of the work which the local dealers may do to further their own interests and their local trade, the National organization through its trade extension department will give all possible help and assistance. It will co-operate by furnishing information, speakers, designs, plans, literature, advertising copy, or anything which will promote the use of lumber. It asks nothing in return except that the dealers do their proper share in making their community substitute-proof, and to maintain the use of wood wherever it is economical, safe, or by treatment to prevent decay or retard fire, can be made equal or superior to other materials. Without co-operation between the dealer and the manufacturer progress will be slow. With it the lumber trade can be made to hold its own, and gain strength and momentum by presenting a united front and systematically and energetically promoting the use of forest products.

Others who made addresses were: Col. S. B. Anderson, John M. Woods,

Others who made addresses were: Col. S. B. Anderson, John M. Woods, H. B. Weiss, C. L. Harrison, M. Moorehouse, S. M. Nickey and C. T. Massee,

Besides the several spicy yarns spun by John M. Woods in his inimitable manner, a cabaret performance provided further entertainment for the members and their guests.

### Northern Manufacturers to Meet January 26

A program of more than ordinary Interest has been prepared by Secretary O. T. Swan for the annual meeting of the Northern Hemiock and Hardwood Manufacturers' Association to be held at the Hotel Pfister, Milwaukee, Wednesday, January 26. Among the speakers will be D. E. Breinig, president of the Bridgeport Wood Finishing Company of New Milford, Conn., who will speak on "What We Are Doing for Birch"; and H. F. Weiss, director of the United States Forest Products Laboratory at Madison, who will give an address on "The Importance of Service in the Lumber Industry."

R. S. Kellogg of Chicago, secretary of the National Lumber Manufacturers' Association, will also be on the program telling the members what other associations are doing. These addresses will be given at the morning session, which will start at 10 o'clock. Secretary Swan will speak on "Our Development During 1915 and Our Outlook" and M. P. Mc-Cullough of Schofield on "The Position of Birch in the Lumber Market."

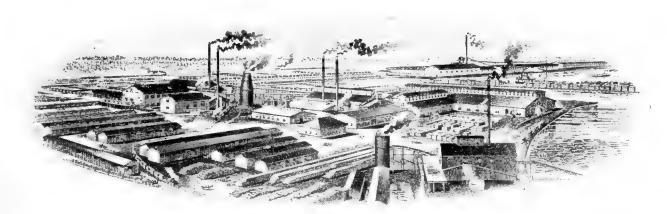
The afternoon session will be no less interesting. H. L. Russell, dean of the agricultural college of the University of Wisconsin, will tell about "Building a Model Farm House on the Agricultural College Campus." Under the general topic "Our Traffic Dangers," A. L. Osborn of this city will speak on the state situation and Mr. Kellogg on the national situation. President R. B. Goodman will tell of matters arising from a hearing before the Federal Trade Commission. M. J. Quinlan, retiring chairman of the bureau of grades, will discuss market conditions. The remainder of the afternoon session will be devoted to business, including the election of afficers.

In the evening a banquet will be served in the red room of the hotel at which some excellent entertainment features will be furnished. J. J. Lingle of Westboro will have charge of the program, which will include R. E. McLean of Wells, Mich., and B. J. Goodman of Forsyth, Mich., both of whom are well known as entertainers of marked talent. The members of the association will be called upon for brief talks and the new president will make his inaugural address.

The board of directors will meet between the hours of 5 and 6 preceding the banquet. The following day there will be a mass meeting of producers and manufacturers of lumber and timber products to approve a plan of action in the railroad rate hearing to be held at Madison on January 31, when the manufacturers will offer resistance to an application of the railroads to increase freight rates. The Northern White Cedar Shingle Manufacturers' Association will also meet at Milwaukee on Thursday, January 27.

# Southern Pine Meeeting Date

The annual meeting of the Southern Pine Association has been announced for February 23 and 24 at the Grunewald hotel, New Orleans. This will be the association's first anniversary and a large attendance is anticipated. The program has not yet been published.



# The NorthwesternCooperage & Lumber Company

The Home of the "Peerless" Standard Brand Products

Western Office: 516 Lumber Exchange, Minneapelis, Minn.

GLADSTONE. MICHIGAN

Mills at Gladstone and Escanaba, Michigan

Manufacturers of the following "Peerless" Standard Brand Products: Hardwood Flooring, Staves, Hoops, Heading and Veneers, Hemlock Lumber, Lath, Shingles, Posts, Poles and Ties, and Hemlock Tan Bark

"Peerless" Rock Maple, Beech & Birch Flooring have a standard of their own, are guaranteed tray in the hip it in straight or mixed cars—Car or Cargo. WEXT TIME

Members of Maple Flooring Manufacturers' Association. (When writing mention the Hardwood Record.)

# The Mail Bag

B 983—Wants 9' to 9½' Rotary Cut Maple Chicago, Ill., January 10.—Editor Hardwood Record: We are in the market for rotary cut maple veneer, which must be 9' to 9½' long. Most of the manufacturers have machines to cut up to S'. We have been informed that a concern up north is equipped with a 10' machine.

Those in a position to supply stock as above, will be placed in touch with this concern upon request .- EDITOR.

B 894—In Market for Rotary Cut Stock Cambridge, Mass., January 14.—Editor Hardwood Record: We are writing to ask if you will kindly give us the names of manufacturers of rotary cut stock, either in gum, poplar, whitewood or basswood. We wish to procure some 3/16" and 1/4". No doubt you have these names and if you would kindly give them to us, we would appreciate it.

This correspondent is a large manufacturer of furniture. interested will be given his name upon application.—Editor.

B 985—Wants Oak Cutting Boards
Philadelphia, Pa., January 18.—Editor Hardwood Record: Will you kindly furnish us with the names of your planing mills which can furnish and quote on finished cutting boards of 5/4 and 6/4 oak, from oak cuttings, made in oblong with cleated ends, and plain ovals in various sizes?

Those having stock as listed to offer can have the address of the inquirer by writing HARDWOOD RECORD .- EDITOR.

B 986—Interested in Shoe Pegs The General Shipping Company, 4 Great Tower street, London, Eng., has written to HARDWOOD RECORD as follows:

We are interested in an article headed "Uses of Wood by Shoemakers" which appeared in your issue of December 10. We shall be glad if you will let us know the names of manufacturers of the shoe peg which you mention, or better still, to save time, kindly communicate with the different manufacturers and ask them to send direct to us samples of different sizes and also price for large quantities together with discounts.

Manufacturers of pegs and pegwood ribbons will be able to get in communication with the London firm by using the foregoing address.-Editor.

# Clubs and Associations

# Pennsylvania Lumbermen's Association Will Meet

The annual meeting of the Pennsylvania Lumbermen's Association will be held at the Hotel Walton, Philadelphia, January 26-27. On the evening of January 26 there will be an entertainment to the members of the Pennsylvania association by the Philadelphia Wholesale Lumber Dealers' Association on the roof garden of the Hotel Adelphia. The opening day will be devoted to committee meetings and routine business. On the morning of the second day the following program has been arranged: "Workmen's Compensation," by representatives of the State Fund, a mutual company and a stock company; "The Economy and Efficiency of Delivery by Motor Trucks," by Harry J. Meyers of the Brown-Borhek Company; "The Duties of a Member of the Association," by J. J. Milleisen. In the afternoon the big banquet will be held. Prominent speakers will address the diners, the names being kept a secret for the present.

# Permanent Lumber Display

At a meeting of the board of directors of the National Lumber Manufacturers' Association in Chicago January 13 and 14, an appropriation was made for sufficient space to install a large permanent display of all kinds of lumber, samples of finished wood, etc., in the building material exhibit, in the Insurance Exchange building, Chicago. The plan for the entire exhibit is to be arranged by competent architects, and the exhibit is to be opened not later than May 1, 1916.

# New York Adopts National Rules

One of the most important events in the New York market of recent months was the adoption of the National Hardwood Lumber Association rules as official by the New York Lumber Trade Association. For the past few years this market has been without any official rules for grading hardwood lumber and frequent delays and embarrassment have resulted from this situation. By adopting the National rules the New York Lumber Trade Association gives the market a standard rule, and inspectors licensed by that association have been notified of this action.

The late Patrick Moore, who was a member of the national association inspection rules committee and chairman of the inspection committee of the local organization, in his last report to the New York Lumber Trade Association recommended this course and the matter was referred 1 11 1 2 

## Meeting of Southern Traffic Association

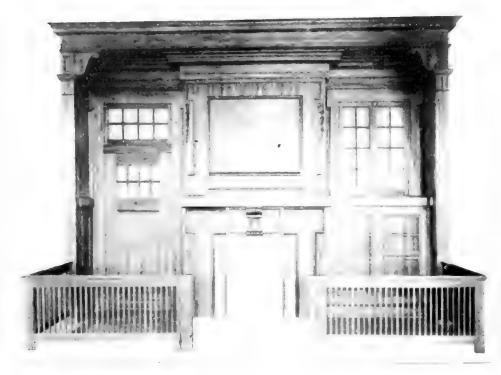
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General View National Lumber Manufacturers' Association Exhibit, Dayton Industrial Exposition, Illustrating Superiority Mill Construction with Model of Factory Building Showing Required Thicknesses, Dimensions, Etc.; Also a Guessing Contest in "Wood Indentification."



A Shop Picture of Exhibit of Gum Lumber Manufacturers' Association Which, Was Put in Place and Exhibited During the Dayton Industrial Exposition, Dayton, Ohio, and Which Will be Taken to Other Points of Interest and Put Into Shows of Similar Character.

at Memphis. A complaint has been registered against the Southern Railway by Geo. C. Brown & Co., Memphis and Proctor, Ark., and this will be heard in Memphis February 12. Announcement to this effect has just been received from the commission.

Monthly Meeting Philadelphia Lumber Exchange

meeting of the Philadelphia Lumbermen's Evel held in Griffith Hall, Crozer building, 1420 Chestnut street, on January 6. The executive session was preceded by a supper. The meeting was especially interesting in view of the fact that the subject for discussion was how the exchange could be made more useful and successful in the coming year. Almost everybody agreed that the present headquarters are inadequate. Some proposed that rooms be obtained in the Widener or other strictly up-to-date and centrally located office building. Another suggestion was that rooms be obtained in a central hotel where the members could dine daily or as frequently as desired, the expense of the meals to be borne by the individuals of course. Still another suggestion was that a dining club be formed. Others suggested a club along the lines of the new lumbermen's organization in New York but less expensive. President Chesnut finally ended the discussion by announcing that the directors had a committee at work looking into the feasability of all these suggestions and a report would be made at the February meeting.

William C. MacBride reviewed the history of the body in an interesting address: "The Exchange; What Is It? Why Is It?" C. M. Chesnut, discussing business conditions as a yellow pine man, predicted that yellow pine would sell for \$40 before the present business boom subsided. F. S. Underhill, representing the hardwood men, gave a history of the sawmills in Pennsylvania and the developments in the manufacture of lumber in the United States. Mr. Underhill predicted that in a few years the once despised gum will lead all other so-called hardwoods in quantity manufactured. William Henry Smedley urged that the exchange get in closer relationship with the Philadelphia Chamber of Commerce. R. C. Lippincott offered a resolution, which was adopted, endorsing the effort of the Chamber of Commerce in its fight for the repeal of the Seamen's bill. The railroad and transportation committee presented an interesting report showing how to avert legal complications with railroads over bills for freight undercharges. A report by Joseph J. Arbelo on the Atlantic Deeper Waterways convention at Savannah was read. R. B. Rayner, who attended the meeting of the National Rivers and Harbors Congress, in Washington, made a plea for preparedness for times of war by improvement of our rivers and harbors.

### Candidates for Presidency of National Hardwood Association

The race for the presidency of the National Hardwood Lumber Associa tion, which will culminate in the election at the annual convention in June, promises to be interesting as prominent candidates are already appearing in the field. Most notable of these are John M. Woods of John M. Woods & Co., East Cambridge, Mass., and the John M. Woods Lumber Company, Memphis, Tenn., and Col. S. B. Anderson of the Anderson-Tully Company, Memphis, Tenn. Both of these men are nationally known and each has received the enthusiastic endorsement of prominent lumber organizations.

Mr. Woods, who is affectionately known as "Uncle John," has been a leading factor in the affairs of the association for years. He is a man of considerable influence in his own community as well as in lumber circles and is still very active in all affairs of lumbering. He is a veteran of the Civil war, but nevertheless is very active, getting around pretty much all over the hardwood producing and consuming sections of

the United States.

Col. Anderson is no less prominent and is especially noted for his analytical capabilities. He is a man who is deeply respected and regarded with sincere affection by those who know him, which means practically everybody in the hardwood, veneer, box and other lines of business in which he is directly interested.

# Philadelphia Wholesalers in Annual

The annual meeting of the Philadelphia Wholesale Lumber Dealers' Association was held on January 13 at the Union League. J. Randall Williams, Jr., was elected president; Thomas B. Hammer, vice-president; Robert B. Rayner, secretary-treasurer. Directors elected for terms of three years each were: Robert B. Rayner, Thomas B. Hammer, and Ben C. Currie, Plans were discussed for entertaining the delegates attending the National Wholesale Lumber Dealers' Association on March 15. All the committees read reports on the work accomplished during the year. Thirty-four attended the meeting and dinner which preceded.

# With the Trade

# New New York Development

The New York Forest Products Sales Company, Inc., has just been incorporated under the laws of the state of New York with a capitalization of \$20,000, and has taken over the selling force of the Forest Products Sales Company of America. The company is located at 120 Broadway.

Henry Partridge of the Forest Products Sales Company of America is president of the company; Eugene E. Grant, export manager of Flint & Co. is secretary and treasurer. W. H. Partridge, formerly with the Plunkett-Webster Company, recently joined the selling force of the new organization, which does a strictly commission lumber brokerage business.

The company states that although at present it is limiting itself to lumber, it seems very likely that it will be branched out to general building material and supplies.

joined the sales force of the Stearns Salt & Lumber Company of Ludington, Mich., to take charge of Chicago and adjacent territory. Mr. Cowen will sell Stearns stock and also will do a general wholesale business in southern hardwoods, operating through the Ludington office.

Mr. Cowen has had a long experience in the hardwood trade. started at Tonawanda, N. Y., in 1885 with A. M. Dodge & Co., who were large white pine operators. Twenty-five years ago he became associated with the old Chicago Lumber Company, going on the road to sell poplar. He was with these people for fifteen years. The Chicago Lumber Company is what is now known as the Yellow Poplar Lumber Company. In 1905 he severed this connection and for a short time did a commission wholesale business in poplar and hardwoods, becoming associated with Schultz Bros. & Benedict, handling the hardwood department. This firm was subsequently divided into Schultz Brothers, who handled the pine business, and Schultz & Benedict, who handled the hardwoods. The firm was later reorganized as Schultz, Cowen & Co., and Mr. Cowen continued in this connection until he was hurt two years ago. For the last few months he has been on his feet again, gradually working back into the lumber game, and has just joined forces with the Stearns people.



M. WOODS, EAST CAMBRIDGE, MASS, ENDORSED FOR PRESIDENCY NATIONAL HARDWOOD LUMBER ASSOCIATION.



B. ANDERSON, MEMPHIS, ENDORSI FOR PRESIDENCY OF THE NATIONAL HARDWOOD LUMBER ASSOCIATION.



JAMES C. COWEN, CHICAGO, WHO HAS JOINED THE STEARNS SALT & LUM-BER COMPANY.

### Miss Hazel Marion Wiche

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## E. L. Bruce Company Succeeds Kansas City Flooring Company

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while the new corporation has its origin and existence in this state.

Receivers to Hold of the set is a partial to the place, the set point of set typical set is a set typical to the receivers was determined by an order to that effect issued by the circuit court, January 22. The operation of the business and the work of the receivers is not limited to any set time, but until further order of the

This order was made following the presentation to the court of a report from the receivers which summarized all they had done up to December 31 and a statement showing the exact financial condition of affairs on that date. The receivers reported that in their opinion it was desirable and necessary, and for the benefit of all concerned, that the business of the company be continued and that it might become necessary In that event to borrow money. They petitioned the court for an order to continue the business and for authority to issue receivers' certificates to an amount not exceeding \$190,000. The court granted the petition,

Some interesting facts were disclosed in the receivers' report. It was stated that on April 12, 1915, the receivers found on the books of the company unfilled orders for its product amounting to \$178,500, that the amount of unfilled orders in the interval to December 31 has varied and that on that date it was approximately \$200,000, about double the amount that was usually on hand at that time of year the last three years.

When the receivers took possession of the property there was on hand \$8,721.12, while December 31, 1915, the cash on band amounted to They were authorized to borrow \$190,000 on receivers' cer-884,656,85, tificates. They did borrow \$77,000 on such certificates and all of this was paid on or prior to the maturity of the certificates. They also paid \$1,08140 of the unpend taxes of 1914.

On December 31, the report stated, the books and records in the hands of the receivers showed accounts and bills receivable of approximately \$602,383,06, practically all of which are, in the opinion of the receivers, good and collectable. It was also stated that the receivers expect to soon got approximately \$772,000 as the result of the authorized sale of 52,000 acres of timberland in Langlade county.

It was further stated that an audit disclosed that the operations of the receivers from April 3 to December 31 resulted in a profit of \$144,146.34. after reserving an adequate sum for payment of the 1915 taxes and after payment of substantial sums upon the receivership expenses.

tine of the most vital statements in the report was that the receivers expect to submit to the court at an early date the advisability of paying fifty percent upon the liquidated claims as they may be allowed against the company as of April 2, 1915. Mr. Quarles into a ted that application for authority to pay this amount of indebtedness would be asked for

According to the itemized financial statement, propored by a firm of certified accountants, which accompanied the report and a copy of which was sent to each creditor with a notice of the proceedings to be held Saturday, the assets of the company December 31, 1915, amounted to \$3,950,894.06, while the liabilities on the same date amounted to but \$1,206,981.55. On April 2, when the receivers were appointed, the assets were \$4,396,974.52 and the liabilities were \$1,215,802.63.

There was no objection made to the report or to the petition asking

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Hardwood Manufacturers and Jobbers

OHIO VENEER COMPANY Manufacturers & Importers FOREIGN VENEERS 2624-34 COLERAIN AVENUE

### C. CRANE & COMPANY

Manufacturers of Hardwood Lumber, Oak & Poplar especially Our location makes possible quick delivery of anything in timbers and hardwood lumber

DAY LUMBER & COAL CO. Manufacturers YELLOW POPLAR and WHITE OAK GENERAL OFFICE-JACKSON, KY.

for authority to continue the business under the management of the receiver and to sorrow note that the first amount of not exceeding \$190,000 on receivers' certificates.

# Interesting Order for Dry Kiln Door Carrier

The Dry Kills Door Carrier Company to Someon operating at Indianapolis, Ind., for a number of years and its product has really reached such a point of popularity that it is now specified by leading dry kiln manufacturers as standard equipment for a schemotive killing. A representative of Hardwood Ricord was recently in the office of the company at Indian (polis, and was shown a telegra, we considerable up a sale for a considerable number of these appliances, which will go all the way to the Orient, they having been purchased by a Japanese firm.

Mr. Shattuck, who manages The Dry Kfin Door Carrier Company, states that a remarkable increase in business activity is clearly reflected in the accumulation of orders for the carriers which are coming into the office constantly. These orders are not alone for new kilns, but are coming from all over the country for carriers to be applied to kilns already in use, which are being improved to take care of increasing demands upon them.

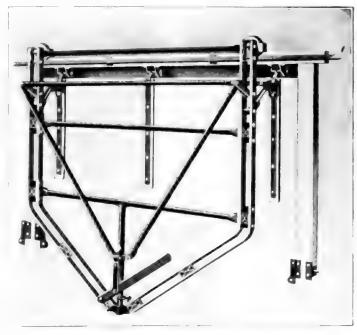
It is a remarkably effective contrivance, which successfully overcomes most of the dry kiln door troubles. The main advantage claimed is reducing to a vanishing point the loss of heat due to loose, imperfectly regulated doors.

The three mechanical principles of the carrier are that:

1. One track of railroad rail at each end of the battery of kilns carries all the doors in turn when open.

2. That one carrier rolling free on this track from end to end opens and closes all these doors in turn.

3. That the doors when seated are not on the track, but are forced tight and held tight at all joints by their own weight, acting on 45 degree inclined joint.



PERFECTED CARRIER NO. 1 REALLY FOR LIFTING.

# 

Clarence Boyle, Inc., Lumber Exchange Bldg. Chicago WHOLESALE LUMBER

Always in the market for OAK, GUM and POPLAR

V. J. HILL

L. L. HAMILTON

# The Hamilton-Hill Veneer Co.

EMPORIA, VA.

SINGLE PLY ROTARY CUT | GUM

POPLAR PINE **CYPRESS** 

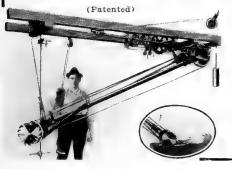
WE FEATURE PROMPT SERVICE

DOOR STOCK A SPECIALTY

# PRACTICAL ROSSER THAT WORKS

By entirely removing gritty matter it saves saws, cuts filing room costs, makes better lumber and saves power.

J. A. WEBER CO., 1456 Oakwood St., Toledo, O.



One Large User Writes:
Gentlemen: We are certainly pleased to recommend your Rosser. First, a great saving to saw; second, saving in filing room; third, better grade of lumber. From the spot the gravel is struck, we only got bad lumber and used excessive power. Since our logs mostly come to us by rail we get the benefit of the grit and gravel from these cars. We could not do without this improvement, and wish to say it's a great saving of time and labor, and can heartily recommend same to any saw mill owner.

STRUTHERS COOPERAGE One Large User Writes:

STRUTHERS COOPERAGE

# **PLAIN and QUARTERED** and

AND OTHER HARDWOODS

EVEN COLOR SOFT TEXTURE

MADE (MR) RIGHT

We have 35,000,000 feet dry stock—all of our own manu-facture, from our own timber grown in EASTERN KEN-TUCKY.

Oak Flooring

PROMPT SHIPMENTS

MOWBRAY & ROBINSON CO., Inc. WHOLESALE LUMBER

MAIN YARD

8th & Horn Sts., CINCINNATI, O. Quicksand, Ky. West Irvine, Ky.

The carriers handle doors from 6 to 18 feet high, from 2 to 35 feet wide, and up to 3 inches thick. The weight is limited to 2,000 pounds to a door

# Binns Goes with Felger

The Felger Timber and Lumber Company of Grand Rapids has increased its sales force by the addition of Don R. Binns, a hardwood specialty man. Mr. Binns spent several years as a manufacturer of hardwood in the south and comes to the Felger company with many years of special training in the line which he will now follow. He will handle that line of the business in Michigan and northern Indiana. He is now living in this city and is well known as a capable salesman.

# Only Two More Log Drives

Old style logging methods are passing away on the Menominee river, according to figures and announcements published at a recent meeting of the Menominee River Boom Company at Menominee, Mich.

Including the season just closed and from 1868 there were 10,794,-749,178 feet of timber sent down the Menominee river. The largest single year for the boom company was 1889, when 642,137,318 feet floated to mills in Menominee and Marinette. The smallest year was 1914, when but 22,734,190 feet of logs were shipped down the river. Last year there was a small spurt over 1914 and 23,574,222 feet of logs came down the

With the falling off of river logging there has, of course, been a great increase in rail shipments of logs. There will be only two more log drives on the river from present indications, one this year and the last one in 1917

Former Senator Isaac Stephenson was re-elected president of the boom Other officers, all of them re-elected, are: Vice-president, Robert F. Goodman, Marinette; treasurer, H. J. Brown, Marinette; secretary, F. C. Burke.

D. A. Spies, Menominee, was elected a director of the boom company to succeed Augustus Spies, his father, who died recently. Other directors are: Isaac Stephenson, R. F. Goodman, H. A. J. Upham, Milwaukee: Grant Stephenson, Milwaukee, and J. A. Van Cleve.

### Big West Virginia Timber Deal

A large timber and land deal was consummated in central West Virginia recently when C. E. Mollohan of Heaters, Braxton county, West Virginia, representing the owners, sold to the Birch Valley Lumber Company the plant and timber holdings of the Tioga Lumber Company and the timber on 1,500 acres adjoining. Much of the land lies on Anthony and Poplar creeks, in Nicholas county. The Birch Valley Lumber Company was chartered recently with a capital stock of \$600,000, the incorporators being C. W. Ansler, Clarion, Pa.; J. C. Campbell, Marion, Va.; W. S. Burger, Cumberland, Md.; E. L. Robins, Dobbin, W. Va., and Stanley Manners, Scranton, Pa.

## Timber Resources to Be Tapped

The building of a twelve-mile railroad as a feeder for the Chesapeake & Ohio in southern West Virginia will tap a region rich in timber and coal. The line will follow Pond fork of Coal river. There has been some logging carried on in this district in the past, but the development of the timber resources will begin with the completion of the branch road. The contract for its building has been let to Board & Duffield of Charleston,

# Up-to-Date Flooring Plant

The accompanying picture shows a view of the hardwood flooring plant of the H. H. Hitt Lumber Company, Decatur, Ala., which is located at mili No. 9. This plant has a daily capacity of 50,000 feet of flooring. It is equipped with the latest improved hardwood flooring machinery, and is manufacturing the "HHH" quality brand oak flooring in  $\frac{1}{16}$ " square edge, and %", %" and 13" tongued and grooved flooring, to the entire satisfaction of a large list of customers.

This plant has been running full time all through the depression brought about by the European war, and is now thirty days behind on orders, which is a remarkable record, considering the fact that it has been running only about two years. This not only shows the efficiency



DECATUR FLOORING FACTORY, H. H. HITT LUMBER COMPANY.

<u>रिक्षा । विकास पर के विकास कर्मका सम्मान के ल</u>ाह कर क्षेत्रका कर कर कर कर कर के किस कर कर कर कर के अपने का कर क

# Pertinent Information

## Wisconsin Rate Situation

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## Rate Changes Favor Arkansas Mills

The respecting of a fleed in which Abb has a find weed may be sold will be the effect of the reduction in rate to the Pacific coast from the Mississippl and Missouri rivers territory, announced by the Southern Pacific Railroad Company on behalf of the transcontinental carriers recently. This territory has been closed to Arkansas for several years because of the high rates which prohibited competition with Japan. The rate for the Mississippi river territory to the const is to be reduced from eighty cents to seventy cents per hundred pounds, while the rate from intermediate points will be reduced from eighty-six to seventy-five cents. The Missouri river territory rate to the coast is also to be reduced from eighty cents to seventy cents.

In speaking of the proposed reduction and its effect on the Arkansas market, R. G. Bruce, vice-president of the E. L. Bruce Company of Little Rock, Ark., said recently: "Because of the high rate which made it cheaper for the Pacific coast buyers to use the imported Japanese hardw. d. w. have been una letternale and so s. We have a few salismen who visit California buyers occasionally, but not as in former years when the terminal rate was low enough so that we could meet the competition, With the lowering of the rate we will dispatch men to the Pacific coast and we will expect to again build up a trade there as in former years, as we have a better quality of oak than Japan, and it will be easy to get the trade if the prices compare favorably."

The recent ruling of the Interstate Commerce Commission will cause some thirty or more sawmills along the Black river to resume operations, case a large roat to mareing the What-

In the decision which was handed down on January 13, the commission ordered the Iron Mountain, Rock Island and Prisco railroads to restore the old joint rates on lumber and lumber products with the Black and White River Transportation Company and the Inman Packet Company,

Mr. Gregory, who represented the interested shippers in the hearing before the commission, in speaking of the matter said: "An area of more than 300 square miles, all richly timbered, will be affected by the decision, Thirty or more sawmills on the Black river, and many others on the White river, that have been forced to shut down will reopen when the rates are restored on March 15."

The joint rates with the boat transportation companies were cancelled in 1912, making the rates on lumber and lumber products prohibitive. Under the recent ruling of the commission the railroads cannot, after March 15, charge rates which are more than four cents per hundred pounds higher than the present lumber rates from Newport, Jacksonport and Black Rock to St. Louis or other interstate points.

# Philippine Mahogany

Philippine mahogany began to assume commercial importance in this country six or seven years ago and the largest dealers consider that it has now passed the experimental stages. It has been employed in about twenty large buildings in this country. A recent news item from New York notes that the Indiana Quartered Oak Company of that city recently unloaded 420,000 feet of this wood from the steamship Rondo, 400,000 feet from the steamship Luckenbach, while the same company recently lated (200000); to the Lenden from the steamship Rangen, and 425,000 feet at Vancouver, B. C., from the steamship Robert Dollar. This last shipment will be sent to New York as soon as the Panama Canal is again

1 Swatch the court of the applie male garry

## Large Pine Bid

I have the second of sect and in limiter for letter of excellent sections of excellent sections. For an II. It Sources for vote to the new most the report as fol-se. Bid are a required to the agreement for the for the former of present to a constraint and the proof of the contract of the artificial terms of the contract the war.

# December's Splendid Finish in Building Operations

Decrease to be the second second section of the very 1915 in the total of section, it is a second second second to State Light Land Control A common tending for, Charago, is \$68,526,-20. Congression with 8.7 (40).

P. 1914, in Horease of 84 percent;
P. congression with 4.7 Notice the way might of 75 percent;
P. Congression with 4.7 Notice the way might of 75 percent;
P. Congression with 4.7 Notice the way might of 10 percent; August, 14
P. cold, whose for the Congression with a confidence were heavy
as a compact of with the confidence of 1014. Even 8nn I show contailes a good showing in the second a remarkable presentation in view of the stimulated construction work in 1914 incidental to the Panama exposition. Only 18 of the 72 cities make an adverse report for the month, most of these losses occurring in the smaller cities where the report of a single large office building would be sufficient to turn the scales sharply one way or the other. New York makes for the month the remarkable gain of 175 percent. Cheane and 11 sector and Philadelphia 114 percent. Many of the cites of smaller population make tremendous gains, as shown or the Laures below

The total permits issued in these 72 cities for the year 1915 total \$695,-508,032, compared with \$633,692,866 for 1914, an increase of 5 percent,

In detail the returns are as follows	10 , 1915	1600, 1014.	Gain.	Long
	111 115	Doc., 1914	Gain.	Cent Lorn
V1x1+	505 3.25	8 143 420	295	
1 1111		330,460	314	
Particular	257 5006	330,460 132,724 243,750	48	
\$ 5 , 5 % 1 ,	140 485	100,307	40	
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	\$5,000	347,000	155	1.7
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Character	10 040 200	6,214,050	71	
C 11, 11 f, 111	1 113 110	209-045	432	
Cleveration	= 985 825 119.040	1.216.775	145	
Dends	.11.169	1,005,200	183	85
Dayton .	120 195	23,005	422	
Denver .	128 440	598,520		78
The troit .	2 900, 300 172, 491	1,440,370	106	
Duluth	61,066	78,975 115,771	118	47
East Orange Evansville Fort Wayne	523,842	13,833	3687	
Post Wayne	100. 500	13,833 272,000 125,750	291	
Grand Rapids	130,770 108,450	125,750	534	
Harrisburg	0.18,0000	17,100 284,605	119	
Inchem qualis	018 090 404 709 612 525	219,460	11%	
Kansas City	6.12,525	223,600	174	
Little offi Little - Flook	64.685	35,600 36,572	82 17	
Los Angeles	1,030,388	651,639	58	***
Manchester	54 615	197 467		72
Memphis Milwaukee	110,040	197 467 52,200	111	
Milwaukee	760, 167	430,007	77	4
Minneapolis	1,294,340 256,259	521,400 91,061	148 181	
NORME CO.	190 127	311.632	58	
North Hotelli	11 to 12 1 1 7 1	495,970		43
New Orleans	172,592	274,172	173	37
Manhattan	172,892 12,254,772 4,126,085	4,489,264 1,544,744	167	
Brota	2 286 886 4 297 900 1 497 999	000 6170	683	
Pirocol, etc.	4 207 900	1,598,315	169	
Borough of Richmond	135,962	545,007 209,128	67	95
Ork that	286 545	275.591	* * 3	85
Oklah era	1.1 5.11	275,591 7,565	686	
Omaha	643.530	216,475	197	
Paterson	232,147 171 171	68,635 79,925	238 114	
Philadelphia	2 703,070	1.261.350	114	
Paragraph. Paragraph.	2 995 556	3,473,100 $1,601,355$		114
Prilita	286 415	1,601,355	34	20
Ri hmond	285 187 647 300	212,502 363,599	78	
St. Louis St. Louis St. F	6.17,200 87,811 637,977	24 395	20	
St. Louis	637.977	24 395 378,791	68	
The Table of the Control of the Cont	1 S16 7.1 75 7.0 364 7.00	510,646	256	54
See Alter	253 100	171 450	353	
San Francisco	1.135.966	69,295 717,993	59	
School to	75 9200	2013 10 10		9
South a	607 101 607 1855 87 012	125 408		28
Shrevejort .	87 619	1,298,165 17,817	388	
Sloux City	165,400	66,610	148	
South Box	17 0008	37, 950		62
Springer of 10	15 130 57 200	18,700	71	20
Spright of III	2 CA S C C	33 375 145,403	147	
Tarottia	The state of	43,475	27	
Tacon.: Toledo Topeka Tr.:	350,425 26,750	144,945	142	
Topeka	26,756 28,965	6,625	304	
Trus N. Y.	54.150	61,335 89,740		53 40
Washington	540 674	433,036	25	40
Williams Barre	540 679 155 670 79,756	31.700	493	
Willices-Barre	79,756 226 522	$\frac{42,029}{175,440}$	90 30	
Worcester	220 322	170,440	30	• • •
Tota	68,526-262	\$37.240.835	84	

No inquiry too small to receive our prompt and careful attention



No order too large for us to handle

SECTION OF LOG CRIB AT MILLS, LONG ISLAND CITY, SHGWING MAHOGANY LOGS OF CHOICE QUALITY WAITING TO BE MANUFACTURED INTO LUMBER AND VENEER

# **HUDDLESTON-MARSH MAHOGANY COMPANY**

# Importers and Manufacturers of Mahogany Lumber and Veneers

Manufacturing and Wholesale Office: 33 West 42nd Street, NEW YORK Western Office and Distributing Yard: 2254-2266 Lumber Street, CHICAGO

Mills and Yards, Long Island City, N. Y.

	Jan. 1, '15, to	Jan 1, '14, to	Per	+ 11.1
	Jan. 1, 16	Jan. 1, '15. Jan. 1, '14, to	Gain.	
	Jan. 1, '15, to	Jan. 1, '14, to	Phi	+ I, *
	Jan. 1, '16.	Jan. 1, 15.	Gain.	
				Liuss.
Akron	S = 6,130,950	-8 - 4.030,015	52	
Altany	5,566,895	4,173,796	33	
Atlanta		4,564,358		
Baltimore	7,318,059	5,529,553		17
Birmingham	.102010.71			
	. 11. 11.11	24,150,170		
Bosto 1	30, 160, 140	24, 150, 170	25	
Buffalo	. 11,798,000	10,709,000	10	
				1 4
Cedar Rapids	. 1,761,000	3.523,650		50
Chattanooga				
Chicago	. 97,289,680	83,261,710	1.7	
Cincinnati		8,820,446	60	
Cleveland	. 32,660,305	27,309,010	1966	
Columbus	4.928.425	6,885,065		238
Dallas		5,543,497		35%
Dayton	2,254,565	2.491.527		1+
Denver		3,750,460		30
	-,045,010		11.	4317
Detroit		28,207,395	1.1	
Duluth'	2,714,429	2,805,223		3
East Orange		1,763,586		33
	A. A. L		* 4 -	*3 * 3
Evansville	2,252,507	1,282,773	1+1	
Fort Wayne	2.009.415	2,351,535		1.4
Grand Rapids	. 2.683,987	3,618,119		26
Harrisburg		1,299,025	42	
Hartford	. 5,575,895	4.052.081	38	
Indianapolis		7,933,081		12
			5	1 -
Kansas City		10,204,970		
Lincoln	. 1,706,049	1.003.287	71)	
Little Rock	694,221	1.003.173		31
Los Angeles		17.361,925		31
Manchester	. 2,598,055	1.649.867	57	
Memphis	2,730,488	2,946,818		7
			* ***	
Milwaukee		10,333,135	19	
Minneapolis	. 16,349,940	15,214,525	-	
Montclair	. 1,629,749	1,643,824		1
Newark		10,061,910		21
New Haven		4,380,842	62	
New Orleans	2.826,670	2.934.988		4
New York ('ity		134,180,790	24	-
			24	
Manhattan		56,353,871	31	
Bronx	. 29,351,126	17.676.370	616	
Brooklyn		38,269,185		
The manual of Courses	. 20,000,000			
Borough of Queens	. 20,897,248	19.815,164		
Borough of Richmond	. 2,633,629	2,066,200	27	
Oakland		4,717,520	7	
Oklahoma		1,972,442		41
Omaha	. 5,385,009	4,610,456	17	
Paterson	. 1,693,881	1,539,640	10	
				1000
Peoria		2.860,741	* 5.5	32
Philadelphia		35,419,605	11	
Pittsburgh	. 14,227,020	18,447,752		23
Portland				
		8,334,075		41
Richmond		3,391,571		-1
Rochester		8,733,257	4	
St. Joseph		625,653	52	
St. Louis		12,940,629		12
St. Paul	. 10,969,207	13,689,872		20
Salt Lake City		2,984,347		24
		0.040.100		
San Antonio		2,840,132		38
San Francisco	. 13.990.704	28.177.563		50

Schenectady	1.899,495	1,457,918	30	
Secanton	1.683.391	1,759,163		-4
Seattle	6,470,655	12,664,970		54
Shreveport	770,404	1,270,957		39
Sloux City	1.975, 102	2,050,417		4
South Bend	\$16,538	1.186.970		31
	1,200,667	982,227	22	
Spokane	1.194.818	1.056,320	13	
Springfield, III	4.663.216	3,412,184	37	
Sylacuse				46
Tacoma	790,424	1,471,628	1.5.1	
Toledo	7,563,680	6,085,182	24	
Popeka	780,016	539,973	44	
Troy	1,038.547	562,657	84	
Utica, N. Y.	2,110.195	1,897,535	11	
Washington	11,748,121	10,073.573	17	
Wichita	964,695	497.880	94	
Wilkes-Barre	1,076,800	1,162,598		7
Total\$	05 700 020	\$663,692,866	- 5	
19tal			U	

Trade Adviser in the South

The Bureau of Foreign and Domestic Commerce, Washington, D. C., has arranged a southern tour for Stanley II. Rose, whose title is Export Trade Adviser. He will confer with business men, committees, boards of trade, and commercial departments of colleges in an effort to assist and encourage those who have problems of foreign trade to work out. The cities and towns to be visited by Mr. Rose are as follows:

Atlanta, Ga., January 20; New Orleans, La., January 24; Mobile, Ala., January 31; Montgomery, Ala., February 3; Birmingham, Ala., February 4; Anniston, Ala., February 8; Rome, Ga., February 9; Memphis, Tenn., February 10; Nashville, Tenn., February 11; Clarksville, Tenn., February 17; Chattanooga, Tenn., February 18; Knoxville, Tenn., February 22; Columbia, S. C., February 28; Charlotte, N. C., March 1; Greensboro, N. C., March 3; Danville, Va., March 6; Lynchburg, Va., March 8.

Southern Pine Sold and Shipped

In a report dated January 17, the Southern Pine Association said that orders received during the preceding week totaled 81,986,800 feet, and orders shipped during the same time aggregated 83,084,400 feet. Production for the week exceeded shipments 5,476,728 feet.

# Hardwood News Notes

# =≺ MISCELLANEOUS >=

The Iowa Chair Company has been incorporated at Burlington, Ia.

The Texas Handle Company has been incorporated at Texas City, Tex.

At Philadelphia, Pa., the Indiana River Table Company has been incorporated.

Having stood the rigid test of time and been pronounced ideal.

# Perkins Vegetable Glue

now gains still further distinction by being pronounced by United States District Court "meritorious and valuable, and a distinct advance in the art."

The Perkins patents were sustained in a decision by the court.

The Perkins Glue Company is the only company that has made of vegetable glue a perfect product.

J. M. S. Building

# Competition Stimulates Quality

A buyer's market invariably results in quality competition in manufactured goods—for obvious reasons. Quality competition without added quality to back it is disastrous—requiring more rigid guarantee of goods it means that the man not able to improve his product here and there to approach perfection is merely betting with himself on whether he will or will not have to make good on stock which, to get the order, he guaranteed.

# Perkins Vegetable Veneer Glue

allows you to make any reasonable guarantee with impunity. It does away entirely with blistered work, and can be shipped to any climate without fear—thus vastly increasing the sales field.

# Perkins Vegetable Glue

is guaranteed to be uniform, requires no hot, obnoxious glue room, will not sour, costs 20 per cent less than hide glue.

Use Perkins Glue and make your guarantee safe for you

# PERKINS GLUE COMPANY SOUTH BEND, IND.

Originators and Patentees

A=0.5 for the first constant of various bounds. Further term  $f_{\rm c}(t)=W_{\rm c}(t)$  ,  $f_{\rm c}$ 

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 $J=t_0/H$  . By a keep and A=A . Beaulig have termed the Badger Show Case (e.g., into it Green Base Wis

With a capital stock of \$60,000, the Ralston Furniture Manufacturing Company has been incorporated at Omaha, Neb.

 $I=\{s^{1},\dots,s^{1}\}$  , it is knowned West I was in the penny Lagrany less Wish has been changed to the West Lumber Company.

An increase in capital stock has been made by the American Parlor I to the control of the Section of Section 1 and I to Manual the Veneza Basis to the Control of the Manual thing Company

The Month curve Venerr Bask thetal Creft Man facturing Company has been incorporated at Montgomery, Ala., the capital stock being \$2,100. Contract has been let for rebuilding the La Belle box factory which was the read at Markans Perry Once The a working with the larger than the old and will measure \$80x176 feet and it will employ \$125 facts the old and will measure \$80x176 feet and it will employ \$125 facts the old and will be a companied to the old and will be a co

The Cherry River Boom and Lumber Company's big mill at Webster Springs, W. Va., will, according to announcement in the local papers of that town, resume night work at the plant and will employ several hundred additional men. The night shift was taken off about two years ago.

1 K tot 1.7 or Cel parky expect to a construct of tanbark on its timber lands in Pocahontas county. West Virginia, next summer if the report is true that it will have 400 peeders at work from April till September. The company's holdings in that region include 9,000 acres of virgin timber.

A deed from the Gauley Coal Land Company to the Meadow River Lumber Company has been recorded in the county clerk's office at Montgomery, W. Va. A little more than 10,000 acres are affected by the transfer of 4,600 acres in fee and 6,000 acres of timber. The consideration is 8,02,652,65 of which 852,652,65 has been paid in cash, and notes given for the remainder.

It is reported that the town of St. Paul, in southern West Virginia, has been chosen as a site for the location of a larger hardwood distillation plant, and that surveys for the construction of buildings on a thirty-acre tract on the bank of Clinch river have been completed. The surmise has a second of the larger tract on are backing the enterprise. One of the outputs will be tannic acid.

To the October of the Company Leading to the Control Kinsas

City, Mo. with a capital of \$6,000 and all manufacture wooden articles. At Ludington, Mich., the Ludington Woodenware Company has in-

creased its capital to \$150,000.

The Marion Bench and Cabinet Company, Marion, Ind., has increased its capitalization from \$75,000 to \$100,000.

The Boner-Mills Lumber Company, Inc., announces the opening of offices at Asheville, N.C., to manufacture and wholesale hardwood lumber, W. J. Mills is president and C. H. Boner, secretary and treasurer.

The Otalga Toy Company has started business as an Incorporated firm at South Bend, Ind.

The Mackie Lumber Company, Piedmont, W. Va., having dissolved, the Williams Lumber Company will carry on the business.

# —≺ CHICAGO ≻——

Nelson C. Brown, professor of forest utilization, New York State College of Forestry, Syracuse, attended the convention of wood preservers in Chicago, January 19 and 20, and later visited mills and factories at Cadillac, Mich. Mr. Brown is making a comprehensive study of the hardwood distillation industry, which is at present reported to be in a prosperous condition on account of demand for products created by the European war.

James E. Dewey, sales manager of the Stearns Salt and Lumber Company, Ludington, Mich., was in Chicago for several days of last week attending the meeting of the Association of Sled and Special Furniture Manufacturers.

8. J. Glanton, secretary of the Chicago Veneer Company, Danville, Ky., spent several days in Chicago last week conferring with Mr. Webster, the local representative of the firm.

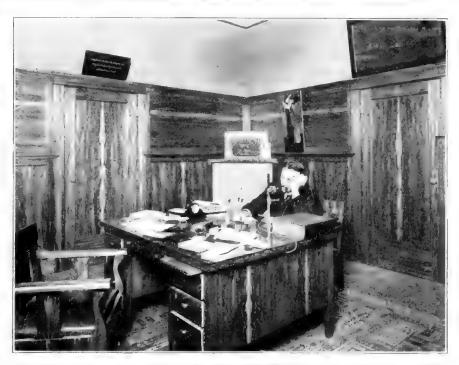
D. E. Kline, Louisville Veneer Mills, Louisville, Ky., was in Chicago for a couple of days recently on business.

G. H. Holloway and J. B. Utley of the Chicago firm of Utley-Holloway Lumber Company both spent considerable time in the South during the last couple of weeks looking up connections for hardwood stocks. Mr. Utley attended the gum meeting at Memphis on January 15.

George D. Burgess of Russe & Burgess, Inc., Memphis, Tenn., was in Chicago for a few days of last week.

W. A. Ransom, president of the Gayoso Lumber Company, Memphis, Tenn., left last week after having spent several days in Chicago in the interest of his firm's hardwood stocks.

A. C. Wells of the J. W. Wells Lumber Company, Menominee, Mich.,



This shows the possibility of FIGURED QUARTERED RED GUM as used in our private office. We specialize this wood

# Importers and Manufacturers

# Mahogany

and

Cabinet Woods
SAWED AND SLICED

Quartered INDIANA White Oak, Red Oak, Figured Red Gum, American Walnut. Etc.

> Rotary Cut Stock in Poplar & Gum for Cross Banding, Back Panels, Drawer Bottoms & Panels.

# The Evansville Veneer Company, Evansville, Indiana

passed through Chicago about a week ago, his ultimate destination being the Hawaiian Islands, where he is going to spend quite a little time.

The Empire Lumber Company, Chicago, has filed an involuntary petition in bankruptcy.

An increase in capital stock from \$50,000 to \$300,000 has been effected by the Commercial Furniture Company, Chicago, Ill.

# **=<** NEW YORK **>**=

The National Hardwood Lumber Association has been asked to come to New York for its annual meeting this year. The invitation comes from the Merchants' Association of New York, which has offered meeting quarters and the services of its force to aid in blocking out a program of entertainment for the visitors and their ladies.

H. A. Smith, local manager for the Hardwood Products Company, Neenah, Wis., reports a good trade and fine possibilities for the future.

F. W. Longyear has started in the wholesale hardwood business at 50 Church street. He was for some time with the W. M. Ritter Lumber Company, at the manufacturing end, where he gained his technical knowledge of the business. Mr. Longyear will distribute Tennessee hardwoods, being associated with W. Granville Taylor, of Asheville, N. C. He will also handle cypress from the Lyon Cypress Company at Garyville, La.

The Berry Lumber Company, a new wholesale concern here, has begun a hardwood department which will be under the direction of Frank Reichenberg, a thoroughly experienced hardwood man. He was formerly associated with the Ferd Brenner Lumber Company at Chattanooga and Norfolk, and later was in the hardwood business at Paris, France. So his experience is in both domestic and export, and since he has been continuously in touch with the trade in the States, he is well qualified to conduct the new branch of the Berry Lumber Company's business.

# =≺ BUFFALO >=

The  $\Lambda$ , J. Chestnut Lumber Company finds business picking up, with an occasional big order for a long-time shipment coming in. E. B. Lott, vice-president, is looking after trade in New York.

The embargoes in effect on the railroads are seriously interfering with shipments to New England territory and very little is going through just now except foodstuffs. This seems bound to create a strong market in time, for buyers are much in need of material. Delays to lumber already shipped have been numerous during the past few weeks.

The outlook for the building trade in this section is promising, though so far this year the bad weather has interfered with building operations and the total of permits is small. It is expected that the year will see

as much building done as in 1915 and probably more. Some large factory enterprises are being planned and the total expenditure for several of these will reach into the millions.

The Hugh McLean Lumber Company reports business picking up in hardwoods and the yard has booked some good orders for plain and quartered oak and ash within the past few weeks.

G. Elias & Bro., Inc., have started work on the new dock at the yard, which will probably be ready for use during the next season of navigation. It will be one of the largest lumber docks in the city.

The Yeager Lumber Company states that hardwood prices are getting stronger in some lines and the outlook is for a good year in the trade. Maple is in especially good demand.

H. L. and Charles Abbott of the Atlantic Lumber Company management here, were bereaved on January 17 by the death of their father, Marcus Abbott, who died at East Aurora, in his eighty-sixth year.

# ----≺ PHILADELPHIA >-=

For the first time in the history of the port of Philadelphia the great shipyards are unable to accept orders for delivery within the usual period. The yards are contracted so far ahead that no ships can be promised under two and a half years.

A. J. Levy has entered the wholesale lumber business under his own name, with an office at 302 Finance building. He will specialize in hardwoods, white pine, hemlock and spruce. Mr. Levy has been associated with the local lumber business for twenty years, first with W. M. McCormick and later with the Forest Lumber Company.

A group of lumber salesmen, banded together as "The Lumbermen's Club," will banquet at the Hotel Adelphia on the evening of January 27. The W. L. Roach Company, \$3,000,000 capital, has been incorporated

at Dover, Del., to manufacture lumber and timber products.

The Keystone Parquetry Flooring Company, \$10.000 capital, has been chartered at Wilmington, Del.

The Caroline Lumber Company, capital \$100,000, has also obtained a charter at Wilmington.

# =≺ PITTSBURGH **>**=

G. C. Adams, sales manager of the Duquesne Lumber Company in this city, has gone to Philadelphia to take full charge of the company's eastern business. The Duquesne has been doing a splendid business in the East for the past year and now has three salesmen working in the Philadelphia district.

W. D. Johnston, president of the American Lumber & Manufacturing

# FOR SALE

# Bone Dry GUM

# 1 Million Feet

ALL GRADES AND THICKNESSES

Quick Service Guaranteed WRITE OR WIRE FOR PRICES

# ABERDEEN LUMBER CO.

Pittsburgh, Pa.

To the Owner of Timber Lands Far sighted owners of timber lands will take advantage of the times, incident to the European wars, and prepare themselves for the day when the demand for tim-ber is suddenly thrust upon them. It is certain to come at no distant time. Therefore the wise man will cultivate a closer acquaintance with his holdings and the best method of marketing them, Guessing on the quality and price will only lead to complications and possible fail-Let us prepare the way for you. Remember, we not only report with absolute accuracy, but assist in selling your property, if desired. SEND FOR OUR BOOKLET L. E. CAMPBELL LUMBER CO. Craising and Engineering Department 22.34 Dime Bank Bldg., DETROIT. MICH.

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# === ≺ BOSTON >====

The whole also firm of W. I. Breen & Co. Inc., has been organized at Beston by Weider, I. and C. L. M. Brown and Win. F. Lamb, all well known in the core time. The earliest to the lew empany will be \$50,000. Weideld I. Brown howith a section 1. Co. Brown Lumber Company, which has been noticed into the Led to, I so the Company with new offices at 70 Killy street. I confidence in the latter concern is carried on by Frank N. Brooks, treasurer cost retrial nameer.

Fred X Galassia, another than either in this method, has incorporated a new Firston from the Fred Galassia. Lamour Company of Boston, emptabled at \$10,000.

Following upon the death of M. E. Rideout, Earl Rideout and Wm. J. Halnan have incorporated the long established interior finish business at Cambridge under the style of Ricco of Holman Company.

The annual anothing of the low of Trade Chicoof Roston is scheduled to be held in that city on 1 equally 8 and that of the Massachusetts Wholesale Lumber Association, Inc., on January 28 at Youngs Hotel, Boston.

The L. II Shepard Company of Boston made an assignment last week. Directed by one of the best known but a fine not this section of the country, "Lindsay" Shepard, this concern has maintained a good standing since the dissolution of the old Shepard-Farmer Company, but it is reported that the strain of carrying affairs through this period of almost complete cessation of deliveries was greater than could be met; hence the necessary step for the protection of creditors

# =≺ BALTIMORE >=

John L. Abook of John L. Abook & Co., has gone to the Pacific coast to see what the chane's are for getting quantities of space for the foreign market. It is expected that he will make arrangements for such sbipments either by way of the Panama canal or overland and across the Atlantic. Spruce has been in considerable demand for some time past, this wood, it is said, being used in the construction of aeroplanes.

The seriousness of the car shortage in this section of the country was attested in the visit here on January 9 of a delegation from the Lumbermen's Association of central West Virginia. The delegation called to see Vice-President Thompson of the Baltimore & Ohio, with reference to the matter, and besought his good offices to afford relief. The delegation included H. B. Curtin of the Pardee & Curtin Lumber Company, Clarksburg; S. L. Richards, vice-president of the Fenwick Lumber Company, Fenwick, and J. W. Brewster of the Sun Lumber Company, Weston. All three of these mill men stated that they were being much embarrassed in the conduct of their business by inability to get cars for making shipments, and they also emphasized the difficulties of forwarding consignments to northeastern territory by reason of the domestic embargo around New York and other centers. Mr. Thompson promised to do what he could to aid the trade.

Thos. H. Mason, a millman of Abingdon, Va., was in Baltimore about the same time to look after some of his foreign silpments, concerning which he has had trouble like other exporters. Mr. Mason, while here, called at the plant of the Williamson Veneer Company in Highlandtown, and took over some thirty-six large walnut logs for a foreign order.

The value of the buildings erected and the extensions and alterations made in Baltimore during the past year proved to be smaller than had been anticipated, the deficiency being due to a let-down in the latter part of the year. The total is set down in the report of the building inspector at \$11,774.322, which falls below 1914 by perhaps \$4,000,000. But account must be taken of the large amount of construction work carried on in the immediate vicinity of Baltimore, which really belongs to the city and should be credited to it. In the Curtis Bay section alone structures valued at something like \$5,000,000 went up, and other areas are expected to increase this to perhaps \$10,000,000. With a fair allowance made for this building, Baltimore has come out quite well notwithstanding the quiet that prevailed during a part of the year.

The Young-Schoonover Company's planing mills, just outside of Fredericksburg, Va., were destroyed by fire January 6, the loss being estimated at \$20,000. A number of cars loaded with lumber standing near the plant were burned also.

# ====< COLUMBUS ≻==

Papers have been filed with the secretary of state increasing the capital of the B. C. Tibbets Lumber Company of Youngstown from \$40,000 to \$250,000.

The capital of the Oak-Wood Lumber Company of Marietta, Ohio, has been reduced from \$50,000 to \$10,000.

R. W. Horton of the W. M. Ritter Lumber Company reports an increasing demand for hardwoods in central Ohio territory. Since the first of the year the volume of business has been increasing right along and buying is active by both retailers and factories. Prices are firm and inclined to advance. The tone of the market is better and future prospects are bright.

J. A. Ford of the Imperial Lumber Company also reports a better demand for hardwoods with prices holding up remarkably well in every respect.

# -----≺ TOLEDO >----

Toledo's building operations for December, 1915, show a gain of 142 per cent when compared with the same period of 1914. The total for the month was \$350,425 as compared with \$144,945 in December, 1914. The gains for the entire year for the city of Toledo was 24 per cent.

The Booth Bumper Company recently purchased two carloads of green rock maple squares for use in its factory. President W. S. Booth expresses himself as well pleased with the way business has been coming in.

The Skinner Bending Company finds business about as it was a month ago showing some improvement but with plenty of room for better conditions.

The Lumbermen's Club of Toledo has arranged to expend a couple of thousand dollars with Toledo newspapers for the purpose of pushing wood products. It is the intention to advertise forest products generally. The different lumber dealers will plan their own advertising campaigns as usual without reference to the club plan which aims merely to help out the general sales of lumber. The action was taken at the annual dinner which was given at the Commerce Club. New officers were elected as follows: President, J. H. Campbell; vice-president, Wm. Ryan; secretary-treasurer, Charles Sieving.

# =≺ INDIANAPOLIS **>**=

Probably the most important event of the last year in the local lumber industry is the announcement of a committee by Jacob H. Hilkene, commissioner of buildings, to assist him in making modifications of the city building code. Although the committee has held several meetings, no intimation has been given as yet as to what provisions will be changed. Local lumber dealers, however, feel positive that changes will be made in the code providing for a more general use of lumber in all classes of buildings. Representatives of all industries that might be interested in the proposed changes have been given places on the committee, which meets every Monday afternoon.

The Handy Furniture Company of Evansville, Ind., has notified the secretary of state here that it has increased its capital stock from \$10,000 to \$30,000.

Papers have been filed at Indianapolis announcing that the Finke Furniture Company of Evansville, Ind., has increased its capital stock from \$30,000 to \$50,000.

Bids will be received in a few days for the construction of an addition to the factory of the Bockstege Furniture Company at Evansville to cost about \$40,000.

# ====≺ EVANSVILLE

At a meeting of the Evansville Lumbermen's Club held on January 11, President Daniel Wertz appointed his standing committees for the year as follows:

MEMBERSHIP-Charles A. Wolflin, chairman; William Schmuhl, and

MEMBERSHIP—Charles A. Wolnin, chairman; William Schmuni, and Henry Kollker.

PUBLICITY AND RESOLUTIONS—William B. Carleton, chairman; Joseph A. Waltman, and Frank Piatt.

RIVER AND RAIL—W. S. Partington, chairman; John C. Keller, Frank M. Cutsinger, and Claude Maley.

ENTERTAINMENT—Mertice Taylor, chairman; Frank Haney, and William Lohann.

Johann. Co-Operative-George O. Worland, chairman; J. C. Greer, and Elmer

D. Luhring.
The next regular meeting of the club will be held Tuesday night,

Mr. Tutt of the Ham & Nott Lumber Company, Brantford, Canada, recently called on a number of the manufacturers here. He reported trade conditions in Canada quiet at present.

J. C. Greer of the J. C. Greer Lumber Company, says the stave business is looking up some now and the company's stave mills in Tennessee and Mississippi are being operated on good time.

George O. Worland of the Evansville Veneer Company, keeps grinding away and reports the veneer business coming along all right.

The J. C. Greer Lumber Company has moved from the Woods building on Main street to Rooms 615 and 616 Citizens' Bank building at the corner of Main and Fourth streets.

The Huntingburg Furniture Company at Huntingburg, Ind., has received



활매한 ' Fig. 2015 Clara Col. , The Electrophy (Colored Col. )

# SLICED SMOOTH

The figured logs are manufacfactured in our own sawmill, allowing us absolute freedom in selecting for figure.



Nickey Brothers, Inc. **MEMPHIS** 

BETTER" NONE

J. K. WILLIAMS

A. T. WILLIAMS

# Williams Lumber Co.

(MANUFACTURERS)

# WHOLESALE HARDWOOD LUMBER

Band Mill Planing Mill Dry Kiln

Fayetteville, Tenn.

We manufacture PLAIN and OUAR-TERED OAK, ASH, CHESTNUT and other HARDWOODS

Our Specialty is Quartered White Oak

We Manufacture Dimension Stock—Hickory a Specialty

Low Prices

Versus

Cutting Value

You, Mr. Buyer, Know the Verdict

Our Stock Proves

Its Worth by Its

Cutting Value

See our list of dry lumber in "Hardwoods For Sale"

Proportion of prince of GOOD LUMBER

Big Creek, Tex.

# Kentucky Oak

results in

# Satisfied Artisans

meaning

# Money Saved

I TS growing conditions ENFORCE an unvarying uniformity of color and grain. Its texture has a silky softness that delights and contents your workers.

TS beautiful, clean boles make possible unusual widths and lengths in which we specialize.

The following values.

# All Kentucky Stock Should Attract You

: - :: < // ... 0.. 7 :- 10 1 00: Fr 12 17 c - 42 10 - P. B. 103 4 - 74 2 10 - P. W. - 11. . . A . 3 Q 1 W. . . . Oak 1 Cr Q' W. '-

2 cars 11 No. 2 Com. Poplar, 5 cars 4'4 No. 1 Com. Poplar tural Poplar Chestnut to the English to English

# E. R. SPOTSWOOD AND SON **MANUFACTURERS** LEXINGTON, KENTUCKY

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The factories owned by the Good B. . World Furniture Company are

The inclusive ewhell of the Gardell and the Company are using operated on 16th the control of the Imperial Desk Company controlled by the control of the standard control of the Evansatic and Green inverted to the Course of third conductor of the Herenic Burgay Company, on Sature

the Iwan selfa and Green river to de-George H. Fink, tookkeeper or the Here the Buggev Company, on Sutur-day, January 15, escaped with the prevent of the constant, amounting to \$17,000. He walked out of the site with the satelocal containing the money, saying that the bent lade of constate and that he would have it restified. Fink boarded a traction can and went to Boonville, Ind., where he was arrested and group to sek bere with the money. He was charged with grand fareiny. This constitute on the oldest and best known families in the city. He told the officers that he had been drinking heavily of late. heavily of late.

The Ohio river after rising steadily here for several days, came to a stand on Monday, January 47, at 44 costs 100 cold weather checked the rise. It had been feared that the river would go to 44 or 45 feet, which would have done much damage in the lowlands. Green river was also at flood stage for several days and several exhalls along that stream were submerged by the each water. The esses to the and log men, however, were not heavy.

# *\_\_\_\_*≺ *MEMPHIS* ≻*\_\_\_*

The LandeFish Lumber Company, Charleston, Miss., has recently resumed operations at its big plant at that point after a suspension covering a number of mentls. It is under to 4 ourt ample timber has been gotten out and that the company will be able to operate steadily. The company has shipped out a vast amount of lumber, some of it for export, during the past few months and its stocks have been considerably reduced. The improvement in demand and the enhancement in value are responsible for the decision of the company to start up its machinery again.

The Puryear Lumber & Undertaking Company has made application for a charter. Its headquarters are at Paris, Tenn., and its capital stock is 85,000, D. F. West is mainted.

The Briggs Furniture Company, capitalized at \$10,000, has filed application for chatter here. Its headquatters will be in Memphis, where a furniture business will be conducted.

The R. M. Fletcher Stave & Lumber Company, Pine Bluff, Ark., has sold its local plant as well as its mill at Rison, Ark., and its standing oak timber to the Wheeler Stave Company of Benton, Ark. The purchase price was approximately \$25,000. It is announced that the new owners will practically double the capacity of the plant at Pine Bluff and will convert it into a finishing mill. Mr. Fletcher, head of the Fletcher Stave & Lumber Company, will devote his time to the new railroad between Yellville and Rush, Ark.

The United States government has recently filed suits in chancery in the United States district court at Jonesboro, Ark., against Lee Wilson & Co., the Lake City & Eastern Railroad Company, Chas. Lawrence, Chapman & Dewey Lumber Company and others, to quiet the title to several thousand acres of timber and farming lands in Craighead and Poinsett counties. This is part of the famous "sunken land" litigation which was begun some years ago and which involves the title to large areas of farming and timberlands in eastern Arkansas. Lee Wilson & Co. and the Chapman & Dewey Lumber Company both have their headquarters at Memphis and are vitally interested in the outcome of this litigation.

The A. L. Clark Lumber Company, Glenwood, Ark., is constructing a railroad eighteen miles long from Glenwood to a connection with the Rock Island system at Piainview. This road will be of standard gauge and will be fully equipped. It will open a new timber territory, this being the principal object of the company in building it. The A. L. Clark Lumber Company operates a large mill at Gleawood and the timber reached by the new line will be brought there for conversion into lumber.

Eldridge & Dowdy of Benton, Ark., have leased a site at Camden, Ark., from the Racine Manufacturing Company, and are building a plant for the It will employ about twenty-five men. The Camden Mill Company, Camden, Ark., is also constructing a new planing mill at that point which will give employment to about the same number

John M. Woods of the John M. Woods Lumber Company, has returned to Boston after having spent about six weeks in Memphis. While here he attended the annual meeting of his company. A delightful dinner was served at the Hotel Gayoso and during the evening the old officers were re-elected, as follows: John M. Woods, president, W. E. Chamberlain, vice-president, E. D. Walker, treasurer, M. E. Philbrick, secretary, D. D. Nellis, manager.

# ====< NASHVILLE >=

The Tennessee Railroad Commission has heard evidence in the case of the city of Nashville, opposing the advance of railroad rates to local points within Tennessee. Under the new fourth section system rates of the cities are reduced to a parity with the small points on many commodities. The small towns are clamoring to sustain the railroads. The lumber interests are concerned as to the outcome, John M. Smith of the John M. Smith Lumber Company, Dickson, Tenn., and J. K. Williams of the Williams Lumber Company, Fayetteville, Tenn., being in Nashville in behalf of the small towns. Four or five days were consumed in taking evidence and the commission has the case under advisement.

Nashville shipping interests have another big fight to make against the general advances of rates made in the southeastern territory, becoming effective January 1.

# =≺ LOUISVILLE >===

J. C. Wickliffe, secretary of the C. C. Mengel & Bro. Company, who recently returned from abroad, believes that the mahogany business is on the eve of a big boom, on account of the shortage of supplies. Nothing is coming into England, and the stocks of mahogany there have been greatly reduced by the purchases of American buyers, as well as by domestic consumption; for, Mr. Wickliffe points out, through the activities of the munitions factories and other lines, the working people in England are probably more prosperous than ever before, and are buying cheap furniture to such an extent as to make the manufacturers of this class of goods unusually busy. The Mengel company happens to be well fixed as to mahogany supplies, having a big stock of logs on hand, with cargoes coming up from Central America, as well as from Africa, so that it believes that it will be able to take advantage of the situation that is developing.

Manufacturers of plain oak lumber are taking courage from the big prices now being paid for oil staves, which are intrinsically about as good as common plain oak. Oil stock has risen in a few months from \$27.50 a thousand to \$45, and even at that buyers are unable to get all of the stock that they need. Mills which have been closed on account of the poor demand for whisky barrel stock have reopened in order to make oil stock; for while ordinarily the manufacture of oil staves is not sufficiently remunerative to enable the mills to run on this class of work only. the present price of oil cooperage material, which can be made with less waste than whisky stock, has enabled operations to be carried on on a profitable basis. In this connection it looks as if plain oak ought to be somewhat affected by the cooperage situation, and some of the lumbermen believe that plain oak prices will undoubtedly be benefited by the developments referred to.

The date for the opening of the Louisville branch of the Southern Hardwood Traffic Association of Memphis was fixed at January 24. Headquarters have been established in the Courier-Journal building. branch, which is in charge of Leroy Halyard, will be run by the following board of governors: W. A. McLean, Edward L. Davis, T. M. Brown, D. E. Kline, W. R. Willett, T. Smith Milton, W. A. Watts and H. J. Gates.

H. A. McCowen of H. A. McCowen & Co. has returned from Cincinnati, where he attended a meeting of the American Walnut Association, of which he is president. The meeting was held at the Sinton hotel, January 20, and the walnut men, who have been conducting an aggressive and successful advertising campaign in behalf of their wood, decided to continue their promotion work during 1916. G. D. Crain, Jr., of Louisville, who is assistant secretary and treasurer of the association, will continue in charge of the advertising.

W. A. McLean of the Wood-Mosaic Company has been honored by the Board of Trade of Louisville by election to the directorate of the organization, which is doing more work for business men in Louisville now than ever before. After his election President Smith appointed him a member of the executive committee of the board, which at present is handling many important matters in connection with a new scheme of financing the work. Col. C. C. Mengel, president of the Mengel Box Company, has withdrawn from the board of directors of the board of trade because of numerous business engagements which prevented his taking an active part in the work, and Mr. McLean has been appointed chairman of the lumber, furniture and building committee, and will be the official spokesman of the hardwood trade in the commercial body from now on.

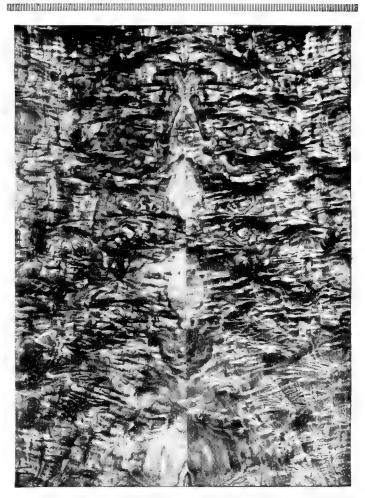
Louisville lumbermen are breathing easier since the Ohio river, which went on a rampage a few weeks ago, has retired to its normal channel. The water never reached the danger line, but until a cold snap came along it looked as if this were going to happen. The Mississippi, however, did some damage in western Kentucky, Hickman, which is on the stream. being flooded in parts. The Mengel Box Company of Louisville, which spent several thousand dollars building a levee around its plant there, is

# THE WILLIAMSON VENEER CO. **BALTIMORE**





American Walnut Mahogany Quartered Oak Cabinet Veneers of all Kinds



# Made in St. Louis

Photograph of American Walnut Rotary Cut Panel produced in our Veneer Plant. We also manufacture built-up stock of every description used in fur-niture and fixtures in any thickness, consisting of nicely figured Quartered Gum and Oak, Mahogany, Plain Oak, Yellow Pine, Red Gum, Birch, Ash, Elm, Sycamore, Soft Maple, Plain Gum and Cottonwood.

For particulars, please write

St. Louis Basket & Box Company ESTABLISHED IN 1880

143 Arsenal Street 

ST. LOUIS. MO.

# We are back on the job with a fine new mill

And over 80,000 acres of the best Hardwood and Hemlock timber in the North and Saw Mill capacity of 40,000,000 feet of lumber a year



Are putting in pile every month two and one-half million feet of choicest Northern Michigan Hardwood

# Stack Lumber Company

Masonville, Michigan



# Miller Lumber Company

St. Francis Basin **RED GUM** 

We are putting in pile 50,000 to 60,000 feet of Hardwoods every day and will have a well assorted stock in shipping condition February 1. Send us your inquiries.

MARIANNA. ARKANSAS

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# ≺ ST. LOUIS >===

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The Lamoutmen's Pycholic 1 orthout a notice telling of the reorganization of the exchange and later will send out a pamphlet covering the plan and scope of the holder with also states that the inspection department will be continued. The new Exchange has adopted the grading rules of the halotic, consistion

The following are the names of the members' conference committees of the different groups of the Bunke. Mon's League of St. Louis appointed last week. These committees represent the lumber interests and are named to take up anything of importance that may be of interest to their respective groups:

respective groups:

LUMBUR Thos I Pow allows and Hoss I. Powe Lumber Company;
W. H. Dalany, Jr., vice-chairman, St. Louis Lumber Company; Fred A.
Goster, Gannid Lumber Company, Gree A Gruith, P. R. Walsh Tie and
Lumber Company; E. C. Redenson, J. C. Redsheson, Lumber Company,
Sasat, Loodes, Company, assist Montatives, E. T. Bradbury, chairman,
Riddle Reado in Manufacturing Company, W. Palmer Clarkson, viceschairman, Piemeer Cooperans Company; W. C. Legeman, Mound Coffin Company; John
J. Sloan, St. Louis Coffin Company

# ====< ARKANSAS **>**=

J. D. Thompson, formerly of Heart Springs, is creeting a manufacturing plant at Jacksonville, Ark. The buildings are now nearly completed and the machinery will be installed at once. The new concern will manufacture ax handles and spokes for wagons and buggles. W. G. Graham of Jacksonville is interested with Mr. Thompson in the new plant.

Doster & Sturges of Kingsland are tearing down their old plant at Saline and moving it to Sparkman where they have recently purchased a large tract of hardwood timber

George A. and E. G. Soule of Fayetteville, Ark., are planning to erect a stave manufacturing plant at Rogers, Ark. They have obtained a lease on a tract of ground located on the tracks of the Kansas City & Memphis railroad, about one mile north of Rogers. The new plant will have a daily capacity of 5,000 staves, and will furnish employment to some fifty men.

The Camden Mill Company will open a new mill in Camden in the near future, which will employ about twenty five men. The site was obtained by the mill company's owners from the National Cooperage Company and Is the same as that formerly occupied by that company's stave mill.

The Red River Tie and Lumber Company, which recently opened an office in Camden, Ark., has just opened a new plant about five miles south of Camden, which will be used to handle hardwood timbers and ties. S. A. Huffman and R. J. Bickerstaff are the principal owners of the Red River company, and have offices in the new telephone building at Camden. The new plant will give employment to about twenty men.

Murphy & Earl, hardwood lumber manufacturers of Parker, Ind., are seeking to find suitable location for a plant in Arkansas, according to information contained in a letter from them to R. E. Smith, commercial agent for the Rock Island railroad of this place. They state that the location must be at a point where plenty of timber is available and where the shipping facilities are good.

Russell E. Gardner, president of the Banner Buggy Company of St. Louis, an automobile manufacturer, recently confirmed the report that 8,000 acres of virgin timberland in Crittenden county, Arkansas, had been sold to the Lansing Wheelbarrow Company of Lansing, Mich. The purchase price is given at \$300,000. The land lies about forty miles west of Memphis, and is covered with a fine stand of hardwood timber, which will be cut at once and shipped to Lansing for manufacture.

# =< MILWAUKEE ≻=

The Appleton Wood Products Company of Appleton, Wis., has been incorporated with a capital stock of \$20,000 by Richard Miller, W. K. Miller and Seymour Gmeiner.

The Badger Chair Works has been incorporated in Milwaukee with a capital stock of \$15,000 by Frank C. Klode, Hugo A. Vogt and August C. Madler.

The Tegge Lumber Company, well-known hardwood concern of Milwaukee, has filed an amendment to its articles of incorporation, increasing its capital stock from \$25,000 to \$100,000.

L. K. Baker of Chicago was elected president of the Langlade Lumber Company at the first annual meeting of the stockholders, held at the Hotel Pfister in Milwaukee last week. George Foster of Mellen, Wis., was chosen vice-president. Other officers will be announced later. This company was incorporated in Milwaukee recently with a capital stock of \$1,200,000 to take over 50,000 acres of hardwood timberland in Langlade county, formerly owned by the Paine Lumber Company of Oshkosh.

The Milwaukee Brush Manufacturing Company has been incorporated in Milwaukee and will soon be in the market for handles of various descriptions. The concern will manufacture brushes and brooms of fiber, bristle and wire and will operate a plant at 51-61 Erie street. Its capital stock is \$50,000, and the incorporators are Edward W. Hoffman, Elton F. Streich and Charles B. Quarles. Mr. Streich is president and Mr. Hoffman is secretary-treasurer.

Interest in the Hoo-Hoo order in Milwaukee and Wisconsin will be revived as the result of plans launched at a luncheon held at the Hotel Pfister last week, attended by several Milwaukee members of the order and by Julius Scidel, St. Louis, supreme-snark of the universe, and E. D. Tennant, St. Louis, supreme-scrivenoter. Mr. Scidel and Mr. Tennant outlined a campaign which is certain to rejuvenate the order in Wisconsin. E. E. Fair of the August C. Beck Company, Milwaukee box manufacturing concern, was elected chairman to boost the Hoo-Hoo organization in Milwaukee. A meeting of Hoo-Hoo will be held in Milwaukee soon.

The sawmill of the Brooks & Ross Lumber Company at Schofield, Wis., has been placed in operation, running on a day and night shift with a crew of eighty men. It is expected that the plant will be kept busy until next December.

The New Dells Lumber Company of Eau Claire, Wis., has again opened its sawmill after a close down of six weeks, when the plant was overhauled and necessary repairs made. Most of the lumber sawed will be hemlock and hardwood.

It is reported from Antigo, Wis., that the Chicago & Northwestern road has sold 5,864 acres of timberland near Crandon to the Flanner-Steger Lumber Company of Blackwell. It is understood that the purchase price was \$123,000.

The Goodman Lumber Company of Goodman, Wis., has completed the erection of a substantial addition to its machine shop. The plant has been fitted out with the most modern equipment.

The state of Wisconsin is making another effort to secure about 1,000 acres of valuable timberlands within the Indian reservations of the state and its congressional representatives have been asked to take up the fight anew. Although it is admitted by the interior department that these lands are the property of the state under the swamp land grants of 1850, the fact that later the lands were embraced within Indian reservations induces the officials of the department to decline to patent the lands to the state, pending litigation to determine the actual ownership.

Cornelius S. Curtis, aged sixty-four, president of the Curtis & Yale Company of Wausau, Wis., well known manufacturer of sash, doors and similar lines, died recently from a sudden attack of apoplexy. He was one of the pioneers in the sash and door business.

The Berlin Machine Works of Beloit, Wis., manufacturers of woodworking machinery, are said to be contemplating the erection of a large addition to their plant, which will be two stories high and 300x300 feet in dimensions. The company expects to go ahead with the project, provided that the hearing on freight rates, now before the Wisconsin Railroad Commission, results favorably to the cities involved, one of which is Beloit.

# The Hardwood Market

# =≺ CHICAGO **>**=

A slight recession from the exceptional activity that prevailed immediately up to the close of 1915 seems to have worn away naturally. Stocks are moving again in even better shape than they were before the new year began and in many cases at substantially better prices. The meetings which have occurred in different parts of the country during the last week gave unmistakable evidence that Chicago as well as other important consuming centers is going to pay more for its hardwoods, and that the rise will be on a constantly accelerated plane up to a reasonable point.

The furniture shows at Chicago are closing up with an excellent record, as buyers were in attendance from all over the country and came with the intention of making ample purchases, which intentions were well fulfilled. There is every promise for exceptional activity in building lines, which will mean that the interior finish, sash, door and blind factories will have plenty to do with the opening up of active building in

# ARCHER Lumber Co.

INCORPORATED

Capital Stock \$250,000.00

# HARDWOOD LUMBER

Our Specialties:
Plain and Quarter-Sawed
Red and White Oak
Plain and Qtd. Red Gum

Helena, Arkansas



BAND MILLS, ISOLA, MISS.

# **Buyers Notice**

Since completing your inventories you have doubtless discovered that you are short of some very necessary items of stock. Buy now—delays may be costly. It is not only a question of price, but of getting the dry stock when you need it.

We have a fairly complete stock of dry Southern Hardwoods including

Quartered and Plain White Oak Quartered and Plain Red Gum Sap Gum, Plain Red Oak, Etc.

Our dry stocks are going fast. Get in the procession and BUY NOW

# Bellgrade Lumber Company

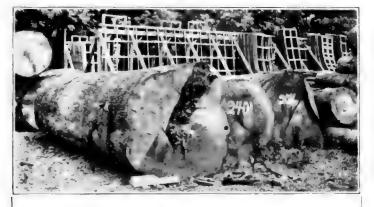
Band Mills Isola, Miss. Memphis, Tenn. Specializing in Heavy Ash, Oak, Hickory and Thin Oak and Gum

# E. Sondheimer Co.

WHOLESALE Manufacturers and Exporters

Wire Orders Loaded Same Day Received

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# STIMSON VENEER AND LUMBER COMPANY, INC.

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**MANUFACTURERS** 

Hardwood Lumber, Rotary Cut Veneers, Rotary Cut Gum Faces, Cross Banding and Cores. the first A even a blong which our repay been broken chosed appear to down a positive of all with the down a positive of a with a west well under cover, and the province of the cover of the will be well as the cover of the will be well as the cover of 
# =≺ NEW YORK >=

Where form a figures are universable, it is guilt well known that the invertees a constant has shown in a first amount of furnish on hand at local scales and factors and the first of dy distant rejected in the wholesale is a specific this tatement. The hardwood bearings has shown a first two increase in details with prior acting better all the time. Then reports contains to this insalect the support of dry hardwoods is not usually contained to equation a firm of action in prespect for this year. The norther of a pulse promess that the controlling factor in the future nervot. It is said that last year took a good volume of lumber larger than is a metally chamited for foundant supplies and factor competition out down the profits. The whole is it is now feeling the upward tendency of the market.

# 

The hardwood market has been a more active during the past few weeks. About everywhere the report is one of improvement, both in volume of sales and prices. Some holding of a caused by the furniture conventions, and buyers in that trade will not do much before next month, but in manufacturing lines no let up appears to be seen. Certain woods predominate to a great extent in the sales, and such woods have become quite firm in price. There is also quite a scarcity of dry stocks of some woods.

Among the leading woods just now is maple. Thick stock from two inches up is selling treely. A better movement of plain oak is also reported. Unit demand is experienced for chestnut and poplar. Mahogany is slow on account of temporary holding off by buyers in the furniture trade. Cypress is more quiet than a short time ago, but prices have shown an advancing tendency. A fairly good demand for both oak and maple flooring is being felt, and prices are holding strong.

# → PHILADELPHIA >=

Lumber trade in this city just now is one. In fact demand is greater than supply. Prices are moving upward and from all appearances will continue along this line for some time. Prosperity in all lines of business in this section is marked. Building work is going on unabated. Leading wholesalers and retailers are accepting no business from new pations, preferring to exert all energy in behalf of old customers. Wise leaders of the local colony are of the opinion that prices will break records before the spring building boom is over, and they see nothing in sight but a wild drive for stocks at the manufacturing points from this time on. Even if the mills could go on uninterruptedly throughout the winter, local hardwood men say that there would be no surplus of stocks in this city next spring. Those who have hardwoods for rush delivery are reaping a double harvest, as they can name their own prices and terms.

# ==< PITTSBURGH ≻=

Hardwood men throughout this district are much encouraged over the outlook for this year's business. The pay rolls in greater Pittsburgh now amount to more than \$1,200,000 per day and the bank clearings are running more than \$12,000,000 per day. This enormous amount of money in circulation is stimulating buying in every line. Manufacturing concerns are at present and will be heavy buyers of hardwood, both for the construction of new plants and for current uses. Demand from the automobile and furniture concerns for stock of hardwood for 1916 is increasing steadily and there is good prospect that this business will hold up the prices now being asked for hardwood. Yard trade is, of course, slow this month. The railroad business is much better than in the fall, and requisitions for 1916 are considerably larger than last January. There has been a little surplus of low-grade hardwood the past few weeks, but prices on this stock are now coming up and there is good prospect that quotations will be maintained. High-grade hardwood is scarce and prices quoted are secured with little or no trouble in most cases

# —≺ BOSTON ≻=

The almost total collapse of the New England railroads furnishes the most important development affecting the trade of this district. While it is not entirely local in its application and results, the transportation facilities of the Northeast have unquestionably approached nearer to complete paralysis than in other parts of the country. State and federal interference, both statutory and judicial, have been more severe here, also the greater preponderance of the munition manufacturing plants located on local lines, the immense increase in expert tonnage from the West through the port of Boston, the storms and lastly the difficulties with labor have all contributed to the present situation. The effects proceeding from the causes mentioned have been seriously felt. If there be no constructive relief from the embargoes now applying on every road (which is not promised in view of the meager expenditure on upkeep and extension for several years) and the volume of building and manufacturing indicated in all commercial reports increases according to prediction, the effect on lumber and similar commodities will be a decidedly new and difficult condition

for the trade to face. Already, factories with low stocks have filled their order books and in hundreds of cases have only invoices and embargo notices of stock tied up in transit to carry on their several industries. The Immediate and final effect on values is of course different from the usual causes of fluctuation. The recently noted strengthening of prices is fully maintained, but emergency selling of available stock will not be reflected in producing districts as bases of advance. On the other hand, difficulty or impossibility of deliverying may reasonably precipitate selling at average levels. Taken as a situation of any considerable duration, it is admitted by the trade as certainly a very disturbing feature and one that is baffling the dealers fully as much as the long period of scanty purchasing.

# =< BALTIMORE >=

No important changes have taken place in the hardwood trade during the past two weeks. The gains previously recorded have been held. While the inquiry for most of the hardwoods was restricted during the greater part of the period after the beginning of the war, the sellers seemed content to hold back and refrain from attempts to force the market by material reductions. The production was curtailed and the sellers waited for the requirements of the consumers to reassert themselves. This has now come to pass within certain limits, although it cannot be said that a great expansion has taken place. Most of the buyers are taking lumber in increased quantities, and a number of the plants which had shut down pending a return to remunerative values are at work again, with the result that the output is considerably augmented. The market, however, has shown ample capacity to absorb the increase in the production, and the range of prices, as stated, is either firmer or higher, or both. Poplar and chestnut have responded in a gratifying way to the improved trade conditions, and there appears to be every reason to look for continued gains.

The one unsatisfactory division in hardwoods is that of exports. Not only do the exports make no headway, but they are actually going back. The forwardings at this time are no larger than they were a year ago, not long after the breaking out of the war, and when everyone was in a state of suspense. This condition must be attributed to the shortage of vessels, which is becoming more pronounced, as the British and other governments withdraw other ships from commercial pursuits and utilize them for war purposes. The agents of the steamship lines here are not quoting any rates at all, the exporters being left to pay whatever is demanded if they happen to be fortunate enough to get any of their shipments aboard. None of the troubles previously experienced have yielded, with the exception, perhaps, of exchange, which shows greater stability. With the export business it is a case of watchful waiting, the shippers being unable to take care of the business which they actually have in band at attractive prices.

# ──≺ COLUMBUS ≻=

Hardwood trade in central Ohio territory is quite active and the volume of business is gradually increasing. Semi-annual inventories have been completed and consequently retailers are inclined to increase their stocks. The tone of the trade is good and prospects for the future are considered brighter than for months.

The demand is pretty equally divided between factories and the retail trade. Concerns making vehicles and furniture are in the market for increased stocks as there is a boom in many lines of manufacturing. The semi-annual furniture sales have been good and this presages a good demand for furniture stocks. Box factories are also quite busy for the time of the year.

In the retail department business is much better and orders are larger than usual. The semi-annual inventories showed that retail stocks were generally small and consequently there is an effort to cover. Prospects for an active building season when spring opens are good. All lines are moving in good shape and the policy of retailers is to take more chances with larger stocks. Practically all of the orders booked at this time are for immediate shipment.

Prices are firm at the levels which have maintained for some time. All changes are toward higher figures as cutting is not resorted to in order to move stocks. Quartered oak is firm and prices are strong, especially for No. 1 common. The same is true of plain oak stocks. Chestnut is one of the strongest points in the market. Poplar is moving well and prices show a tendency to advance. Basswood is in better demand. Ash is quiet and other hardwoods are unchanged.

# =≺ CINCINNATI ≻=

A decidedly stronger tone characterizes the local hardwood market. Nearly all the woods in the hardwood list showed distinct signs of hardening and some material advances were noted. Indications point to a still further rising market, especially in walnut. There is a sudden increase in walnut inquiries, and for the most part of good volume.

Oak is reported rather scarce and commands a better price in this section. Logging operations in the big producing centers have been hard hit by bad weather conditions, heavy rains bringing on damaging floods and making roads in numerous cases practically impassable. Several big plain oak dealers here are refusing orders at this writing, preferring to lose possible business, where the possibility of filling the bill is very doubtful. Some high oak figures are expected soon.

Steady buying characterizes the furniture world and little quibbling over

# For the Eastern Trade =

In these days of rush shipments service means much. We can ship any of the following items from our Buffalo yards 3 or 4 days after receipt of order:

Brown and White Ash, Basswood, Beech, Birch, Cherry, Chestnut, Gum, Hard and Soft Maple, Plain and Quartered Red and White Oak and Poplar.

Further descriptions would really interest eastern buyers

The Atlantic Lumber Co. 70 Kilby St., Boston, Mass.

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# Swain-Roach Lumber Co.

Seymour, Indiana

# Manufacturers of Indiana Hardwoods

TWO BAND MILLS

5 cars 4 4 Nos. 1 & 2 Quartered White Oak, 10 cars 4/4 Nos. 1 & 2 Plain Red Oak, 3 cars 4/4 Nos. 1 & 2 Plain White Oak, 1 car 6/4 No. 1 Common Plain Red Oak,

We carry a well assorted stock of all Hardwoods.



### Dry Band Sawn Hardwoods for Prompt Shipment

60M 4/4 No. 1 Com. & Btr. Basswood 20M 6/4 FAS Basswood 20M 8 20M 4/4 No. 2 Com. Red Oak 12M 6 100M 4/4 No. 3 Com. Hard Maple 25M 4 100M 8/4 No. 3 Com. Hard Maple 60M 8/4 No. 1 Com. & Btr. Curly Birch 60M 6

15M 6/4 No. 1 Com. & Btr. Unsel. Birch 20M 8/4 No. 1 Com. & Btr. Unsel. Birch 12M 6/4 No. 2 Com. & Btr. Bock Elm 25M 4/4 No. 2 Com. & Btr. Rock Elm 75M 4/4 No. 3 Com. Soft Elm 60M 6/4 No. 3 Com. Soft Elm

Arpin Hardwood Lumber Co., Atlanta, Wisconsin

# The Tegge Lumber Co.

High Grade Northern and Southern Hardwoods and Mahogany

Specialties OAK, MAPLE, CYPRESS, POPLAR

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# FARRIS HARDWOOD LUMBER CO.

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Manufacturers Band-sawn

# SOUTHERN HARDWOODS

NASHVILLE, TENN.

# RED GUM

(Leading Manufacturers)

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# Band Sawn Southern Hardwoods

SPECIALTIES
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SEND US YOUR INQUIRIES

# BLISS-COOK OAK CO.

BLISSVILLE, ARK.

MANUFACTURERS

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.

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# OAK, ASH and CUM LUMBER

Can furnish anything in Oak, air dried or kiln dried, rough or dressed

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WE MANUFACTURE

# Southern Hardwoods —— Gum, Oak and Ash

J. H. Bonner & Sons

Mills and Office, QUIGLEY, ARK. Posteffice and Telegraph Office, HETH, ARK. er a light of the farm are to the following the end efforting and risk to vive the end of the end of the end of and the end of pitting careful to the end of

The injection transport mean of the other continue to stay near the top in the little for hardwood one of come of each distinctly gratifying. The injections of each decorate and red or doing an unusually fine of the local materials of the large districts their requests keeping point promise rather and the continue of the various smaller woods of main, factories are beyon, to the local point a satisfactory of the continue of th

With each scare and process. "" this problemmer continues to of the hardwood list in meson of Pepears, can use in strength and was one of the features of their richt the last corps of weeks. Gum is one used extensively now by the feature manufacturers and with the assumption of oak it 1 expects? The common will show still more activity and become one of the next acts or in hardwood list.

The movement in bassed self and helders is a great improvement over the condition a year age. Higher, and can are in good demand. The express market rule about the composition of a dwarde in the call her creating lumber. Stringes are in good request, but are not moving in the quantities of a rew monel. Left the building operations at this time being mostly interest in the call he is giving the bardwood floor people and general trum considers. Extra lossiness.

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Most of the local concerns but a considered their inventories and have found that considerable filling in a necessary to put the stocks in good shape. Buying has not began very be with, however, as there is a strong tendency among dealers in this locality to been a weather eye open for bargains. All lumber dealers are anterparing a big year and are making their plans in accordance with this expectation. Toledo is to have the heaviest building year in its history if predictions are to be realized and real estate men declare that there is no question as to the extreme demand for residences here. The past two or three years have been record-breaking and next season is expected to go ahead of this. Some very large structures are being planned. Prices are not showing much change, although there is a tendency toward additional strength.

# =< INDIANAPOLIS >=

The hardwood trade confidently expects to enjoy a prosperous business season and lumber dealers generally are predicting more building in the next nine months than during a similar period for several years. Estimating is active. Architects are busy and several large building ventures are pending. Manufacturers who use hardwoods in large quantities continue to take on more employes and all lines of business are proceeding in an atmosphere indicating steadiness of demand. Indiana furniture dealers are enjoying a period of prosperity. Reports from all parts of the state prove this condition in that many additions are being planned for furniture factories.

The farm implement manufacturers promise to prove an unusual factor in the hardwood lumber consumption in Indiana this year. State agencies for many of the Indiana implement manufacturers announce that their sales are showing enormous increases over the corresponding carly weeks of January of last year. The heavy sale of implements bespeaks a healthy business condition among farmers, who are expected to form another important factor this season in boosting the total of hardwood sales.

# ──≺ EVANSVILLE >──

A feeling of optimism pervades the lumber circles in this section, and manufacturers have started in on the theory that the year will be a good one. Some of the large up-town mills are being operated on full time while the river mills are running part time. Prices on the best grades of hardwood are holding firm and there is some tendency to advance. Poplar and ash are stronger than they have been for some time and best grades of oak are in strong demand. Manufacturers report they are getting all the logs they want for milling purposes and prices are fairly good. Wood consuming factories are being operated on better time and furniture factories are especially busy. There was a tremendous revival in the furniture making business during the closing quarter of 1915. Evansville factories, by expanding trade, have gotten back on what amounts to capacity running for the first time since the spring of 1913. In every furniture plant in the city a great improvement in business has been recently noted and in every plant the forecast is uttered for continued good or even better business this year than last. Veneer manufacturers report the outlook quite promising, and chair, table and desk factories are busier than they have been for some time. Planing mills continue to run on full time and sash and door men report a fair business with prospects of a good business in the early spring and summer.

# =< NASHVILLE >==

Activity in lumber trade is being resumed after the lull of the bolidays. Business has been starting off again since the beginning of the new year in a manner very satisfactory to the manufacturers and dealers. There is a good demand for oaks, ash, poplar, chestnut and other kinds of lumber, and prices maintain the firm tone that has been noted the part ninety days.



GOOD LOGS MAKE GOOD LUMBER-TYPICAL LAMB-FISH LOG DUMP.

# LAMB-FISH LUMBER CO. Band Mill and General Offices: Charleston, Miss., U. S. A. THE LARGEST HARDWOOD MILL IN THE WORLD, ANNUAL CAPACITY, 40,000,000

CABLE ADDRESS—"LAMB"
Codes Used—Universal, Hardwood, Western Union, A. B. C., 5th Edition, Okay

# STOCK LIST NO. 1, JANUARY, 1916:

Ist & 2nd Qtd. White Oak, 6 to 9"   58,000   22,000   23,000   23,000   20,000   50,000   50,000   24,000   24,000   50,000   52,000   50,000   5	3 8"	1 '2"	5/8"	3/4"	4 '4"	5 '4"	6 4"	7, 4"	8/4"	10 '4"	12/4"
No. 1 Common Qtd. White Oak, 4" & Up	1st & 2nd Qtd. White Oak, 6 to 9" 64,000	82,000	89,000	108,000	333,000	31,000	12,000		20,000		
No. 2 Common Qid. White Oak, 3" & Up.   7,000   4,000   14,000   12,000   75,000   2,000	1st & 2nd Qtd. White Oak, 10" & Up	58,000	24,000	22,000	89,000	9,000					
Clear Qtd, White Oak Strips, 4 to 4½".  Clear Qtd, White Oak Strips, 5 to 5½".  No. 1 Com. Qtd. White Oak Strips, 2½ to 5½".  Solution Com. Qtd. White Oak Strips, 2½ to 5½".  Solution Com. Qtd. White Oak, 6" & Up	No. 1 Common Qtd, White Oak, 4" & Up 54,000	95,000	64,000	67,000	152,000	32,000	2,000		3,000		
Clear Qid, White Oak Strips, 5 to 5½".   27,000	No. 2 Common Qtd. White Oak, 3" & Up 7,000	4,000	14,000	12,000	75,000	2,000					
No. 1 Com. Qtd. White Oak Strips, 2½ to 5½."  1st & 2nds Plain White Oak, 6" & Up. 265,000	Clear Qtd. White Oak Strips, 4 to 41/2"				31,000						
St & 2nds   Plain   White Oak, 6" & Up.   265,000   83,000   43,000   31,000   35,000   7,000	Clear Qtd. White Oak Strips, 5 to 51/2"				27,000						
No. 1 Com, Plain White Oak, 4" & Up	No. 1 Com. Qtd. White Oak Strips, 21/2 to 51/2"			6,000	134,000						
No. 2 Com. Plain White Oak, 3" & Up	1st & 2nds Plain White Oak, 6" & Up		83,000		43,000	31,000	35,000		7,000		
1st & 2nds Plain Red Oak, 6" & Up.       1,000       4,000       18,000       25,000       20,000       4,000       14,000       13,000         1st & 2nds Plain Red Oak, 12 to 14"	No. 1 Com. Plain White Oak, 4" & Up	21,000			34,000				5,000		
18t & 2nds Plain Red Oak, 12 to 14"   133,000       No. 1 Com. Plain Red Oak, 4" & Up   133,000       St & 2nds Red Gum, 6" & Up   332,000   529,000   65,000   244,000   12,000   57,000   71,000   30,000     St & 2nds Red Gum, 6" & Up   130,000   86,000   237,000   6,000   210,000   57,000   71,000   30,000     St & 2nds Qtd. Red Gum, 5" & Up   130,000   86,000   237,000   6,000   210,000   52,000   10,000     St & 2nd Red Gum, 5" & Up   5,000   10,000   10,000     St & 2nd Sap Gum, 18" & Wider   10,000   13,000   15,000   8,000   6,000     St & 2nd Sap Gum, 18" & Wider   9,000   13,000   15,000   8,000   6,000     St & 2nd Sap Gum, 4" & Up   124,000   60,000   14,000     No. 1 Common Sap Gum, 8" & Up   5,000   329,000       No. 2 Common Sap Gum, 3" & Up   5,000   329,000       St & 2nd Sap Gum Sirips, 2½ to 5½"   14,000       No. 1 Common Ash   4,000       No. 2 Common Ash   4,000       No. 2 Common Ash   4,000       No. 3 Common Ash   4,000       No. 1 Common Ash   4,000       No. 2 Common Ash   4,000       No. 1 Shop Cypress   54,000       No. 1 Common Elm   12,000       No. 2 Common Elm         No. 3 Common Elm         No. 4 Common Elm         No. 5 Common Elm         No. 6 Common Elm         No. 1 Common Elm         No. 2 Common Elm         No. 3 Common Elm         No. 4 Common Elm         No. 5 Common Elm         No. 6 Common Elm         No. 7 Common Elm         No. 8 Common Elm         No. 9 Common Elm         No. 1 Common Elm           No. 1 Common Elm	No. 2 Com. Plain White Oak, 3" & Up		3,000	2,000	4,000		4,000				
No. 1 Com. Plain Red Oak, 4" & Up.  No. 2 Com, Plain Red Oak, 3" & Up.  No. 2 Com, Plain Red Oak, 3" & Up.  Start 2 rads Red Gum, 6" & Up.  No. 1 Com. Red Gum, 4" & Up.  No. 1 Com. Red Gum, 4" & Up.  No. 1 Com. Red Gum, 5" & Up.  No. 1 Com. Qtd. Red Gum  No. 1 Com. Qtd. Red Gum  Start 2 rad Sap Gum, 13" & Wider  No. 1 Common Sap Gum, 4" & Up.  No. 1 Common Sap Gum, 4" & Up.  No. 2 Common Sap Gum, 3" & Up.  Start 2 rad Sap Gum, 13" & Wider  No. 3 Common Sap Gum, 3" & Up.  Start 2 rad Sap Gum, 13" & Up.  Start 2 rad Sap Gum, 13" & Up.  Start 2 rad Sap Gum, 4" & Up.  No. 2 Common Sap Gum, 3" & Up.  Start 2 rad Sap Gum, 5" & Up.  Start 2 rad Sap Gum, 4" & Up.  Start 3 rad Sap Gum, 5" & Up.  Start 3 rad Sap Gum		4,000	18,000	25,000	20,000		14,000		13,000		
No. 2 Com, Plain Red Oak, 3" & Up						9,000					
St & 2nds Red Gum, 6" & Up.   332,000   529,000   65,000   244,000   12,000   57,000   71,000   30,000   30,000   1st & 2nds Qum, 4" & Up.   130,000   86,000   237,000   6,000   210,000   52,000   3,000   3,000   10,000   10,000   10,000   10,000   10,000   1st & 2nd Red Gum.   10,000   10,000   15t & 2nd Sap Gum.   23,000   3,000   4,000   13,000   15,000   8,000   6,000   1st & 2nd Sap Gum, 13" & Wider   9,000   13,000   15,000   8,000   6,000   1st & 2nd Sap Gum, 18" & Wider   7,000   124,000   60,000   14,000   14,000   14,000   15,000   14,000   15											
No. 1 Com. Red Gum, 4" & Up.											
1st & 2nds Qtd. Red Gum, 5" & Up     5,000     10,000       No. 1 Com, Qtd. Red Gum     10,000     10,000       1st & 2nd Highly Figured Red Gum     10,000     10,000       1st & 2nd Sap Gum.     23,000     3,000     4,000     13,000     15,000     8,000     6,000       1st & 2nd Sap Gum, 13" & Wider     9,000     13,000     15,000     8,000     6,000       1st & 2nd Sap Gum, 18" & Wider     7,000     14,000     14,000       No. 1 Common Sap Gum, 4" & Up     124,000     60,000     14,000       No. 2 Common Sap Gum, 3" & Up     150,000     36,000     4,000       1st & 2nd Ash     2,000     14,000     21,000       No. 1 Common Ash     4,000     27,000       No. 2 Common Ash     27,000     27,000       No. 2 & No. 3 Common Ash     34,000     34,000       No. 1 Shop Cypress     54,000       Log Run Elm     46,000     12,000       No. 2 Common Elm     12,000       No. 2 Common Elm     12,000			65,000						30,000		
No. 1 Com. Qtd. Red Gum		86,000		237,000	6,000	210,000					3,000
18t & 2nd Highly Figured Red Gum   10,000   13,000   15,000   8,000   6,000     18t & 2nd Sap Gum   13" & Wider   9,000   13,000   15,000   8,000   6,000     18t & 2nd Sap Gum   18" & Wider   7,000   14,000   14,000     No. 1 Common Sap Gum   4" & Up   124,000   60,000   14,000     No. 2 Common Sap Gum   3" & Up   5,000   329,000   4,000     No. 3 Common Sap Gum   3" & Up   150,000   36,000     Clear Sap Gum Strips   2½ to 5½"   14,000     18t & 2nd Ash   2,000   No. 1 Common Ash   4,000     No. 2 Common Ash   4,000   10,000     No. 2 Common Ash   34,000   10,000     No. 2 Common Ash   34,000   10,000     No. 1 Shop Cypress   54,000     No. 1 Common Elm   12,000     No. 2 Common Elm   12,000     No. 2 Common Elm   12,000   12,000   12,000   12,000     No. 2 Common Elm   12,000   12,000   12,000   12,000     No. 2 Common Elm   12,000   12,000   12,000   12,000   12,000     No. 2 Common Elm   12,000   12,							5,000				
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1st & 2nd Sap Gum, 18" & Wider.     7,000       No. 1 Common Sap Gum, 4" & Up     124,000     60,000       No. 2 Common Sap Gum, 3" & Up     5,000     329,000       No. 3 Common Sap Gum, 3" & Up     150,000     36,000       Clear Sap Gum Strips, 2½ to 5½"     14,000       1st & 2nd Ash     2,000       No. 1 Common Ash     4,000       No. 2 Common Ash     27,000       No. 2 Common Ash     34,000       No. 1 Shop Cypress     54,000       Log Run Elm     46,000       No. 1 Common Elm     12,000       No. 2 Common Elm     12,000		3,000				4,000	13,000		15,000	8,000	6,000
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No. 3 Common Sap Gum, 3" & Up.       150,000       36,000         Clear Sap Gum Strips, 2½ to 5½".       14,000       14,000         1st & 2nd Ash.       2,000       2,000         No. 1 Common Ash.       4,000       4,000         No. 2 Common Ash.       27,000       2,000         No. 3 Common Ash.       34,000       34,000         No. 1 Shop Cypress.       54,000         Log Run Elm.       46,000         No. 1 Common Elm.       12,000         No. 2 Common Elm.       12,000							60,000				
Clear Sap Gum Strips, 2½ to 5½"       14,000         1st & 2nd Ash.       2,000         No. 1 Common Ash.       4,000         No. 2 Common Ash.       27,000         No. 2 & No. 3 Common Ash.       34,000         No. 1 Shop Cypress.       54,000         Log Run Elm.       46,000         No. 1 Common Elm.       12,000         No. 2 Common Elm.       12,000	No. 2 Common Sap Gum, 3" & Up	5,000	329,000						4,000		
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No. 2 & No. 3 Common Ash       34,000         No. 1 Shop Cypress       54,000         Log Run Elm       46,000         No. 1 Common Elm       12,000         No. 2 Common Elm       12,000						_					
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No. 1 Common Elm. 12,000											
No. 9 Common Flor											
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	No. 2 Common Lim				31,000						

Our FAS grade in plain sawn stock will average 10'' wide, No. 1 Common will average  $8\frac{1}{2}$  to  $9\frac{1}{2}''$ , both running 50% or better 14 and 16 ft. Facilities for kiln drying and surfacing. All orders entrusted to us are carefully executed.



GENERAL VIEW OF MAIN SAWMILL PLANT. Equipment two bands and four resaws. Daily ten-hour capacity 150,000 feet.

OUNDNESS
Ready Resources . . . . . \$925,845
URPLUS
and Reinsurance Reserve . . . 856,634
AVINGS
Returned to Subscribers . . . 546,757
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60-day Inspections; Monthly Fire Bulletins.

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# Lumbermen's Underwriting Alliance

bases its plea to the LUMBERMEN FOR A SHARE OF THEIR Insurance Lines. These safeguards are the result of TEN YEARS of successful underwriting.

# \$155,000.00

in CASH DIVIDENDS went into the treasuries of ALLIANCE Policyholders in 1914. Owners of protected plants, with five or more years' timber supply, are invited to become identified with us.

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# Over

# One Million Dollars

in savings has been returned its members by the

# Manufacturing Lumbermen's Underwriters

and there remains to the credit of members over

# Nine Hundred Thousand Dollars

The membership, which is constantly increasing, is now composed of nearly four hundred and fifty of the best saw mill plants in the country. Insurance in force exceeds thirty-five million and nearly three million dollars has been paid in losses. If you have a first-class plant adequately protected and are interested in low cost fire insurance, correct policy forms, an inspection service which may save you from a disastrous fire, with the certainty of a prompt and equitable adjustment in case loss does occur, and wish a list of members and annual statement we will be glad to hear from you.

Rankin-Benedict Underwriting Co.

MARRY B. CLARK Western Representative Pertland, Ore. Attorney in Fact KANSAS CITY, MO.

# → LOUISVILLE >=

Though new business booked during the past few weeks has not been especially heavy, conditions are still excellent. Nobody expected much trade during January on account of the fact that buyers are usually taking stock or closing their books, and are not inclined to place many However, trade was heavier than usual at the season, and actual shipments ran ahead of normal on account of the fact that bad weather in December prevented the shipment of a lot of lumber that was intended to move at that time. The entire market is strong, and while no quotable price changes have been noted during the month, except on red gum, which continues to advance, the general sentiment is that increased quotations are in order on a good many items. Poplar logs have been advancing in price of late, and consequently sawmill men see the necessity of raising the ante on this class of lumber to meet the cost of manufacture. February ought to be a good month, judging by present prospects, and those with dry stock ready to ship seem to have no doubt about being able to sell it at good prices.

# —≺ ST. LOUIS ≻=

There is a fairly satisfactory demand for hardwood, despite the very disagreeable weather that has prevailed all over this territory almost continuously since the beginning of the new year. Prices continue firm, with prospects of further advances when the demand becomes more active. Stocks at the mills are reported to be pretty well cleaned up and there will be a scarcity until the new mill cut is in condition to ship. Oak is in excellent demand and other items are in fairly good request. The railroads and can manufacturers are placing orders better than for some time. Cypress continues to move fairly well with orders for mixed cars coming in quite freely. Although building operations have been handicapped by the prevailing winter weather, considerable cypress is being bought for future use by the sash and door factories.

# ==< MILWAUKEE >=

The improvement usually experienced in the lumber business immediately following the annual inventory period is now making itself felt and wholesalers are looking forward to a good trade from now on. The factory trade is the brightest feature of the local hardwood situation. While the sash and door concerns are still buying a little carefully, manufacturers in other lines are beginning to place better orders. Stocks on hand at most plants are far from large and it is absolutely necessary for buying to be carried on a little more freely. The chair factories and the furniture manufacturers are placing some fine orders. The farm implement plants are buying well.

Prospects of advancing prices, as well as a shortage in available dry stocks in certain lines, are proving strong inducements to better buying on the part of the factory trade. Birch and maple, especially in upper grade stuff, are scarce and there is naturally an upward tendency in price. Quotations in most lines are holding firm and there is every indication that a higher level will be reached when demand increases and stocks decrease. An improved demand from the box factory trade has resulted in more activity in low-grade hardwoods and it is said stocks in some lines are getting low. Southern grades of hardwood are holding firm, in sympathy with northern grades and as a result of the increasing demand. Both plain and quarter-sawed oak are holding strong.

The improvement in the general business field, the increasing demand for lumber and the favorable tone of the market have all helped put local lumbermen in an optimistic frame of mind.

### =≺ *GLASGOW* **>**=

Since last report business has continued on much the same lines, although the tendency is toward quietness. Buyers are not much inclined to buy stocks other than for what they have a speedy outlet, though, on the other hand, some of them can pick up small clearing lines here and there in order to close up shipments. This year, however, very few of these lines are available, because a rendy sale has been found throughout the year for cheaper classes of stock, even though the quality has not been what was required. Stock lists are not yet to hand, but it is certain they will show a decrease. Several large lines of spruce deals are reported to have been cleared recently, and it is obvious that these could not now be replaced at the same figures. Freights still soar higher, and over 200/- per Std. is now being quoted. A line of 9"x3" Quebec spruce is reported as having been sold at 2/9 per cubic foot; surely a record so far. Yellow pine deals are attracting little attention owing to the prices being too high. However, once the goeds lie in the stores for a short time, little difficulty will be found in disposing of them. Second and third qualities meantime comprise the import. Several shipments of oak scantling have come in during the past week, and are all on contract for the various railway Whitewood boards are also in evidence, and are chiefly of the companies. lower grades.

The wharves still present a very congested appearance, and the removal of goods is a matter now to be reckoned with seriously. The Clyde authorities are treating all consignees most unfairly, and large quay rent penalties are being enforced. Great difficulty is being found in securing men to drive horses in order to have the goods cleared promptly from the quay. A scarcity of wagons is now being felt, and there is no sign of the conditions getting better.

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	1		

# HARDWOODS FOR SALE

# LUMBER

### ASH

No. 2 & No. 3 COM, T. C. C. C. I. UMI EL. CO. M. C. C. C. C.

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CON A BIR. SALE IN A STEP AND A S

FAS, 4.4 to 16.1 ft & x up 40f 14 & 167, 2 mos drs. No. 1 to 4.4 to 16.4 ft & up 40f 14 & 16 to 16.4 ft & up 40f 14 & 16 to 16.4 ft & up 40f 14 & 16 to 16.4 ft & up 40f 14 & 16 to 
No. 1 & No. 2 C., 4 4 12, 14 & 16' long 15 mos dry 86' textured word NE'KEY BROS, INC', Memphis, Tenn

No. 1 C., 5 4 6 4 & 5 4". No. 2 C., 4 4". E SONDHEIMER COMPANY, Memphis, Tenn No. 1 C., 5 8", 1 yr. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

No. 2 C. & BTR., 4 4 % 6 W LUMBER CO., Louisville, Ky. W. B. WHILEIT

### BASSWOOD

No. 1 C., 4 4 18 mos, dry. G. ELIAS & BEO. INC. Boff Co. N. Y.

COM. & BTR., 14
HOFFMAN BROS, COMPANY, Fort Wayne, Ind.
FAS, 44.7" & wider, 8' & longer, 1 yr. dry,
cridried white STHAENS SALT & LUMBER;
CO., Ludington, Mich.

No. 1 & 2 (... 44 . ian withs and latt-STRABLE LUMPER & SALT CO., Saginaw,

FAS, 10.4 & 12.47, 6 & up. 2 yrs, dry YEA GER LIMBER CO. BUTCO, N. Y.

### BEECH

FAS, 44", 6" & wdr., 8' and longer, 15 mos. dry: FAS, 44", 6" and wider, 6' and longer, 15 mos. dry: LOG RUN, 5/8", 8" & wider, 6' and longer, 15 to c., 1 yr. dry STEARNS SALL & LUMBER CO., Ludington, Mich.

# **BIRCH**

NO. 1 C. & BTR., 44 to 84, piled at Vermont mill; NO. 1 C., 44, piled at Buffalo yard. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y. No. 1 & BTR., red, 4.4", 5" & up. 8 to 16', av width. 8" 8 mos. dry. No. 1 & BTR., red, 54", 5" & up. 8 to 16', av width. 8", 8 mos. dry; No. 1 & BTR., red, 6.4", 5" & up. 8 to 16', 65" & 10', av width, 11", 8 mos. dry; No. 1 & BTR., unsel., 6 4", 5" & up. 8 to 16', 65" 14 & 16', av width, 11", 8 mos. dry; No. 1 & BTR., unsel., 6 4", 5" & up. 40°, 14 & 16', av width. 7", 8 mos. dry; No. 1 & BTR., unsel., 6 4", 5" & up. 8 to 16', 50°, 14 & 16', av width. 7", 8 mos. dry; No. 1 & BTR., unsel., 6 4", 5" & up. 8 to 16', 50°, 14 & 16', av width. 8", 8 mos. dry; 1 & 2 FACE, 4'4", 4", wd., 6 to 16', 8 mos. dry; RICE LAKE LUMBER COMPANY, RICE Lake, Wis.

TAS 4 4", 6" and wider, 8' and longer, 1 yr.

TAS 44", 6" and wider, 8' and longer, 1 yr, dry, unsel: No. 2 C, & BTR, 4/4", 3" & wider, 6 and longer, 9 mos. dry, saw culls. STEARNS SALT & LUMBER CO., Ludington, Mich.

No. 1 C. 4/4", ran, widths and ingths, 8 mos dry, STRABLE LUMBER & SALT CO., Saginaw Mich.

 $\mathbf{FAS}, \ \mathrm{red} \ 4.4 - 10\% \ \mathrm{kmp} \ 2 \ \mathrm{vrs} \ \mathrm{dry} = \mathrm{YEAGHR}$  LUMBER (C. IN), Feath, N. Y

# CHERRY

No. 1 C. 54", 19 mos. dry. G. ELIAS & BRO INC., Buffalo, N. Y. COM. & BIR. 44". HOFFMAN BROS. COM-PANY, Fort Wayne, Ind.

TAS 54", 6" & up, av. wdth. over 10", 2 yrs dry. YEAGER LUMBER CO., INC., Buffalo

# CHESTNUT

No. 1 C. & BTR. 44", piled at Buffalo yard. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y. No. 1 C. 44", 9 to 10' long, 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y. No 1 C A BIR, 11 No 2 C A BIR, 44" SOLND WORMY, 11 NO 2 C A BIR, 44" SINGLE, Evanselle, Ind.

No 1 C A BIR, 11 NO 2 C A BIR, 44" SINGLE, Evanselle, Ind.

No 1 C A BIR, 11 NO 2 C A BIR, 44" SINGLE, Evanselle, Ind.

No 1 C A BIR, 11 NO 2 C A BIR, 44" SINGLE, Evanselle, Ind.

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No 1 C A BIR, 11 NO 2 C A BIR, 44" SINGLE, Evanselle, Ind.

### COTTONWOOD

No. 2 C. & BIR, 3 3 FELLIGRADE LUMBER

FAS, 14 & 7 1 ( & p 60 14 & 16, 1, 1111.E.) (VEOW) OD 1 UMBEL.

MILL RIVERS 10 m. s. dry STRABLE MILL & SALE CO., SO heav, Mack

### **CYPRESS**

LOG RUN 4'4 to 12'4", 6 mos. dry. H. B. BLANKS LUMBER CO., Cairo, Ill.

# ELM—SOFT

No. 2 & 3 C. 8/4". BELLGRADE LUMBER CO, Memphis, Tenn.

No. 1 C. 4/4 to 16/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN, m.c.o., 4/4", 50% 14 & 16', 1 yr. ry. LIBERTY HARDWOOD LUMBER CO.,

No. 1 C. 4/4", 6" & wider, 6' and longer, 1 yr. ry; No. 2 C. 4/4", 8" and wider, 6' and longer, yr. dry. STEARNS SALT & LUMBER CO.

ary; No. 2 C. 4/4", 3" and wider, 6' and longer, 1 yr, dry. STEARNS SALT & LUMBER CO., Ludington, Mich.

LOG RUN 4/4", ran, wdths, and lgths, 10 mos. dry; No. 2 C. 6/4", ran, wdths, and lgths, 1 yr. dry. STRABLE LUMBER & SALT CO., Saginaw, Mich.

LOG RUN 4'4", 12 mos. and over dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

# GUM-SAP

No. 2 C. & BTR. 3'4 to 8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

PANEL 4/4", 12 to 16'; BOX BOARDS 4/4", 16 & 17", 12 to 16'; FAS 4/4, 5/4 & 6/4", 12 to 16'; No. 1, 2 & 3 C, 4/4, 5/4 & 6/4", 12 to 16'. GEO. C. BROWN & CO., Memphis, Tenn.

FAS & No. 1 C. 5/8 to 6/4. No. 2 C. 4/4 to 8/4. KRAETZER-CURED LUMBER CO., Cincinnati,

FAS 84 & 104"; No. 1 C. 5/8, 6/4 & 8/4"; No. 2 C. 5/8". LAMB-FISH LUMBER CO., Charleston, Miss.

FAS, 5.4", 6" & up, 50% 14 & 16', 8 mos. dry; No. 1 C, 44 & 5.4", 4" & up, 50% 14 & 16', 5 to 8 mcs. dry. LIBERTY HARDWOOD LUM-BER CO., Big Creek, Tex.

COM. & BTR. 4'4", ran, wdths, and lgths., 8 to mos. dry. LOUISVILLE VENEER MILLS, 10 mos. Louisville,

No. 2 C. 44 & 6,4". E. SONDHEIMER CO., Memphis, Tenn.

### **GUM—PLAIN RED**

No. 1 C. & BTR, 4'4 to \$/4". BELLGRADE LUMBER CO. Memphis, Tenn.

FAS 4/4, 6/4 & 8/4", 12 to 16', GEO. C. BROWN & CO., Memphis, Tenn. FAS & No. 1 C. 5'8 to 6'4"; No. 2 C. 4/4. KRAETZER-CURED LUMBER CO., Cincinnati,

FAS 3'8, 1.2, 5/8, 3/4, 5/4 & 6'4"; No. 1 C, 8, 1/2, 3.4, 5/4 & 6/4". LAMB-FISH LUMBER O., Charleston, Miss.

COM. & BTR. 4'4", ran. wdths. and lgths. 8 to mos. dry. LOUISVILLE VENEER MILLS. 10 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky. FAS 5/8"; No. 1 C. 5/8". E. SONDHEIMER CO., Memphils, Tenn.

### GUM—QUARTERED RED

No. 2 C. & BTR. 34 to 84". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS 8/4". LAMB-FISH LUMBER CO., Charleston, Miss.

1 AS 5 4": No. 1 C. 4 4 & 5 4". KRAETZER-CURED LUMBER CO., Cincinnati, O.

COM. & BTR. 4'4", ran. wdths, and lgths, 8 to

# **HICKORY**

No. 1 C. 6/4", C. H. BARNABY, Greencastle, Ind.

### **MAHOGANY**

1AS, No. 1 C., SHORTS, WORMY, all 1/2 to 164", plain and figured, Mexican and African, HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

### MAPLE—HARD

No. 1 C. 6 V. 1 yr dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

INC., Buffalo, N. Y.

QTD. STRIPS 4/4". HOFFMAN BROTHERS
combon 1. Wayne, Ind
No. 2 C. stained, 8/4". E. R. SPOTSWOOD &
SON, INC., Lexington, Ky.

TAS 4/4". 6" and wider, 8' and longer, 1 yr,
dry, end dried, white; No. 1 C. 4/4", 7 to 11". 6'
and longer, 1 yr, dry; No. 1 C. & BTR, 12/4", 6'
and wider, 6' and longer, 15 mos. dry. STEARNS
SALT & LUMBER CO., Ludington, Mich.
No. 3 C. 5/4", ran. widths and leths. STRA.

No. 3 C. 5/4", ran. wdths. and lgths. ST BLE LUMBER & SALT CO., Saginaw, Mich.

FAS 124 to 164", 6" and up, 2 yrs. dry. YEAGER LUMBER CO., INC., Buffalo, N. Y.

### MAPLE—SOFT

MILL RUN 5/4", ran. wdths. and 1gths. STRA-LE LUMBER & SALT CO., Saginaw, Mich.

# OAK-PLAIN RED

No. 1 C. 4'4 & 5/4"; No. 1 & 2, 5/4". C. H. BARNABY, Greencastle, Ind.

No. 2 C. & BTR, 3'4 & 4'4". BELLGRADE LUMBER CO., Memphis, Tenn.
No. 2 C. 4'4", 1 yr, dry. H. B. BLANKS LUMBER CO., Cairo, Ill.

FAS 4'4, 5'4, 6 4 & 8'4", 12 to 16'; No. 1 & 2 C. 3'4, 4'4, 5'4 & 8'4", 12 to 16', GEO. C. BROWN & CO., Memphis, Tenn.

No. 1 C. & BTR, 4/4 to 12/4", piled at Buffalo yard. BUFFALO HARDWOOD LUMBER CO., Buffalo N. Y.

unate N. 1. FAS 5/8", 6" & up, 1 yr. dry: No. 1 C. 5/4", 4" up, 1 yr. dry. F. M. CUTSINGER, Evansville,

FAS 4/4"; FAS 5/4 & 6/4", 12" & up. HOFF-

LOG RUN 1/2 to 6/4". KRAETZER-CURED UMBER CO., Cincinnati, O.

UMBER CO., Cincinnati, O.

No. 1 C., 4/4", 4" & up. 40% 14 & 16', 5 to 8

108. dry; No. 2 C., 4/4", 8" & up. 40% 14 & 16',

to 8 mos. fry. LIBERTY HARDWOOD LUM
ER CO., Big Creek, Tex.

OM. & BTR. 4/4", ran. wdths. and lgths., 2

rs. dry. LOUISVILLE VENEER MILLS, Louis-

No. 1 C. 3/4 & 4/4", 12, 14 & 16', 15 mos. dry, ose grained. NICKEY BROS. INC., Memphis,

No. 1 C. 3 4"; No. 2 C. 4/4". E. SONDHEIMER O., M: mphls, Tenn. No. 1 C. 4/4"; No. 1 C. & BTR. 5/4"; No. 2 C. 4". E. R. SPOTSWOOD & SON, INC., Lexing-

. K

FAS & No. 1 C. 4/4", 12 mos. and over dry, SWAIN-ROACH LUMBER CO., Seymour, Ind. No. 2 C. & BTR. 4/4 to 8/4", W. R. WILLETT LUMBER CO., Louisville, Ky.

FAS 10/4, 12/4 & 16/4", 6" & up, 2 yrs. dry. YEAGER LUMBER CO., INC., Buffalo, N. Y.

### OAK—QUARTERED RED

1.A. 8.4 12 to 10°; COM. & BTR. 5/4", 12 to 16°; No. 1 & 2 C. 4/4", 12 to 16°, GEO. C. BROWN & CO., Memphis, Tenn.
No. 1 C. 8/4", 4" & up, 1 yr. dry. F. M. CUT-SINGER, Evansville, Ind.

LOG RUN 4/4 to 6/4". KRAETZER-CURED UMBER CO., Cincinnati, O.

COM. & BTR. 44", ran. wdths. and lgths. 8 to mos. dry. LOUISVILLE VENEER MILLS. 10 mos, dry, Louisville, Ky,

No. 1 C. 58", 12, 14 & 16', 15 mos. dry. free from checks. NICKEY BROS., INC., Memphis,

# OAK—PLAIN WHITE

No. 1 C. 4/4" & 5/4"; No. 1 & 2, 5/4". C. H. BARNABY, Gree : istle, Ind.

# HARDWOODS FOR SALE

LOG RUN 4/4", 1 yr. dry. H. B. BLANKS LUMBER CO., Cairo, Ill.

FAS 4/4 & 5/4", 12 to 16'; No. 1 & 2 C. 3/4, 4/4 & 5/4", 12 to 16'. GEO. C. BROWN & CO., Memphis, Tenn.

No. 1 C. & BTR. 4/4 to 12/4", piled at Buffalo ard. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

LOG RUN 3/4 to 6/4". KRAETZER-CURED LUMBER CO., Cincinnati, O. FAS 4/4", 6" & up, 40% 14 & 16', 10 mos. dry; No, 2 C., 4/4", 3" & up, 40% 14 & 16', 4 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big dry. LIBE! Creek, Tex.

COM. & BTR. 4/4", ran. wdths. and 1gths., 2 rs. dry. LOUISVILLE VENEER MILLS, Louisyrs, dry, ville, Ky.

No. 1 C. 5/8 & 4/4", 12, 14 & 16', 15 mos. dry, well edged. NICKEY BROS., INC., Memphis, Tenn.

No. 1 C. 1/2, 5/8 & 3/4"; No. 2 C. 4/4". E. SONDHEIMER CO., Memphis, Tenn.

No. 1 C. 4/4". E. R. SPOTSWOOD & SON, INC., Lexington, Ky.

FAS & No. 1 C. 4/4", 6 mos, and over dry, SWAIN-ROACH LUMBER CO., Seymour, Ind. No. 2 C. & BTR. 4/4 to 8/4". W. R. WILLETT LUMBER CO., Louisville, Ky.

FAS 8/4, 10/4, 12/4 & 16/4". 6" & up. 2 yrs. ry. YEAGER LUMBER CO., INC., Buffalo,

# OAK—QUARTERED WHITE

No. 2 C. 4/4". C. H. BARNABY, Greencastle, Ind.

No. 2 C. & BTR. 4/4 to S/4. BELLGRADE LUMBER CO., Memphis, Tenn.

FAS 4/4", 12 to 16': No. 1 & 2 C. 4/4", 12 to 16'. GEO. C. BROWN & CO., Memphis, Tenn.

FAS 3/4", 6" & up, 1 yr. dry. F. M. CUT-SINGER, Evansville, Ind.

FAS 1/2, 5/8, 3/4 to 8/4". HOFFMAN BROS.
CO., Fort Wayne, Ind.

LOG RUN 4/4". KRAETZER-CURED LUMBER CO., Cincintati, O.

ER CO., Charman, O.

FAS 3/8, 1/2, 5/8, 3/4 to 5/4", 6 to 9"; FAS 6/4", 8/4", 4" & up; No. 1 C. 3/8, 1/2, 5/8, 3/4 to 6/4", 4S STRIPS, 4/4", 2½ to 3½" and 4/4", 4 to ½". LAMB-FISH LÜMBER CO., Charleston,

COM. & BTR. 5/8 to 4/4", ran. wdths. and lgths., 8 to 10 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

No. 1 C. 1/2, 5/8 & 4/4", 12, 14 & 16', 15 mos. dry, extra well figured; CLEAR STRIPS, 4/4", 2½ to 3½" and 5 to 5½"; 12, 14 & 16', 15 mos. dry, straight, well manufactured. NICKEY BROS. INC., Memphis, Tenn.

FAS & No. 2 C. 4/4", 6 mos. and over dry. SWAIN-ROACH LUMBER CO., Seymour, Ind. No. 2 C. & BTR. 4/4, 5/4, 6/4 & 8/4"; CLEAR STRIPS, 4/4", 10/4 to 22/4". W. R. WILLETT LUMBER CO., Louisville, Ky.

### **OAK—MISCELLANEOUS**

No. 1 C. & BTR., QTD. BOX BOARDS, 3/8 & 1/4". 6" & up. 12. 14 & 16', 15 mos. dry. well edged. NICKEY BROS., INC., Memphis, Tenn. SOUND WORMY, 4/4"; FENCING, 1x6-16. E. R. SPOTSWOOD & SON, INC., Lexington, Ky.

### **POPLAR**

No. 1 C. 4/4"; BOX BOARDS, 4/4". C. H. BAR-NABY, Greencastle, Ind.
No. 2 C. & BTR. 4/4", piled at Buffalo yard.
BUFFALO HARDWOOD LUMBER CO., Buffalo,
N. Y.

FAS 5/8 & 4/4": No. 1 C, 4/4". HOFFMAN BROS. CO., Fort Wayne, Ind.

COM. & BTR. 5/8-4/4", ran. wdths. and 1gths., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, No. 1 C. 4/4"; No. 2 A. 4/4"; No. 3, 4/4". E. R. SPOTSWOOD & SON, INC., Lexington, Ky. FAS 10/4, 12/4 & 16/4"; No. 3 C. & BTR, 4/4", W. R. WILLETT LUMBER CO., Louisville, Ky.

FAS 16/4", 8" & up. 2 yrs. dry. YEAGER LUM-BER CO., INC., Buffalo, N. Y.

### **SYCAMORE**

LOG RUN, m. c. c., 4/4", 40% 14 & 16', 11 mos. ry. LIBERTY HARDWOOD LUMBER CO., Big reek, Tex.

### WALNUT

No. 1 C. 4/4", 4" & up, 1 yr. dry. F. M. CUT-SINGER, Evansville, Ind.

FAS & No. 1 C. 5/8 to 8/4", very dry. HUD-DLESTON-MARSH MAHOGANY CO., Chicago, Ill. COM. & BTR. 4/4", ran. wdths. and lgths., 6 8 mos. dry. LOUISVILLE VENEER MILLS, to 8 mos. dry. Louisville, Ky.

LOG RUN 4/4", E. R. SPOTSWOOD & SON, INC., Lexington, Ky.

# **FLOORING**

BEACH—CLEAR, SEL., FCTY., 13/16 x 2½"; RED OAK—SEL., 13 16 x 1½" and 13/16 x 2"; WHITE OAK—SEL., 13/16 x 1½" and 13/16 x 2". T. WILCE COMPANY, Chicago, Ill.

# **DIMENSION LUMBER**

### OAK

CLEAR, 1¼ x 2—40", 3 mos. dry; 1½ x 2¾—40", 3 mos. dry; 1½ x 1½ -33 and 46", 3 mos. dry; 1½ x 1½ -37", 3 mos. dry; 1½ x 1½ -40", 3 mos. dry; 1½ x 1½ -40", 3 mos. dry. PROBST LUMBER CO., Cincinnati, O.

### OAK—WHITE

CLEAR, 114 x 2 -40", 3 mos. dry; 2 x 2-2614", 3 mos dry, PROBST LUMBER CO., Cincinnati, O.

# VENEER—FACE

### ASH

LOG RUN up to 1/8" inc., 12" & up, 5 to 8'. BIRDS EYE VENEER CO., Escanaba, Mich. No. 1, 1/12", 8 to 28" wd., 20" lg., rty. MIS-SISSIPPI VENEER & LUMBER CO., Cedars,

### **BIRCH**

LOG RUN up to 1/8" inc., 12" & up, 5 to 8' DOOR STOCK 1/8", cut to dimension as desired BIRDS EYE VENEER CO., Escanaba, Mich.

LOG RUN & DOOR STOCK, 1/20", 1/16 & 1/8", y. cut. HUDDLESTON-MARSH MAHOGANY rty. cut. HUDDLESTON-MARSH MAHOGAN CO., Chicago, Ill. LOG RUN 1/20, 1/16 & 1/12" up to 86" lot WISCONSIN SEATING CO., New London, Wis.

### **ELM**

LOG RUN 1/20, 1/16 & 1/12" up to 86" long. WISCONSIN SEATING CO., New London, Wis.

### **GUM**

QTD. FIG., 1/24", sld. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

MAHOGANY CO., Chicago, III.

QTD., FIG'D., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SEL, RED, No. 1, 1/12", 8 to 28" wd., 42 to 46" long, highly fig., rty.; No. 2, \( \frac{1}{2}", 5\frac{1}{2}", wd., 82 & 86" long, stile ven.; UNSEL., No. 1, 1/12", 8 to 28" wd., 20" long, rty.; No. 1, \( \frac{1}{2}", 5\frac{1}{2}", wd., 82 & 86" long, stile ven., No. 1, \( \frac{1}{2}", 5\frac{1}{2}", wd., 22 & 86" long, stile ven., No. 1, \( \frac{1}{2}", 5\frac{1}{2}", wd., 12 & 86" long, rty. WISSISSIPPI VENEER & LUMBER COMPANY, Cedars, Miss.

### MAPLE

**B'EYE**, 1/28", 8" & up wd., 5 to 8' long in sheets, also cut to dimension as desired. BIRDS EYE VENEER CO., Escanaba, Mich.

### MAHOGANY

PLAIN & FIG., Mexican and African, 1/28 to 4". HUDDLESTON-MARSH MAHOGANY CO., 1/4". Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

### OAK-PLAIN

LOG RUN up to 1/8" inc., 12" and up, 5 to 8'; DOOR STOCK 1/8" cut to dimension as desired. BIRDS EYE VENEER CO., Escanaba, Mich.

LOG RUN & DOOR STOCK, 1/20, 1/16 & 1/8", Louisville, Ky.

rty, cut. HUDDLESTON-MARSH MAHUGARA CO., Chicago, Ill. ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

No. 1, red, 1/12", 8 to 28" wd., 20" long, rty.; No. 1, red, \%", 5\%" to 14\%" wd., 7 to 29" long, rty.; No. 2, red, \%", 5\%" wd., 82 to 86" lg., stile ven. MISSISSIPPI VENEER & LUMBER COMPANY, Cedars, Miss.

LOG RUN 1/20, 1/16 & 1/12" up to 86". WIS-CONSIN SEATING COMPANY, New London, Wis.

# OAK—QUARTERED

SLD. & SWD., QTD., all thicknesses. HOFF-MAN BROS. CO., Fort Wayne, Ind.

SLD. & SWD., 1/20, 1/8". HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

### WALNUT

SLICED & ROTARY CUT, HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

# CROSSBANDING AND **BACKING**

### BIRCH

LOG RUN & C. to S. 1/28" & up. BIRDS EYE ENEER CO., Escanaba, Mich.

### GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

### MAPLE

LOG RUN & C. to S. 1/28" & up. BIRDS EYE VENEER CO., Escanaba, Mich.

### POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

# PANELS AND TOPS

# BIRCH

1/4, 5/16, 3/8", stock sizes, good 1 and 2 sides, HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill. 3 PLY, good 1 and 2 sides,  $1250-\frac{14}{3} \times 24 \times 72$ ";  $186-\frac{14}{3} \times 30 \times 72$ ";  $136-\frac{14}{3} \times 36 \times 60$ ";  $1260-\frac{14}{3} \times 18 \times 72$ ". WISCONSIN SEATING CO., New London, Wis.

### **GUM**

 $\mathbf{QTD}.$  FIG. any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

# MAHOGANY

1/4, 5/16, 3/8", stock sizes, good 1 and 2 sides. HUDDLESTON-MARSH MAHOGANY CO., Chi-

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

### OAK

PL. QTD., 1/4, 5/16, 3/8", stock sizes, good 1 and 2 sides. HUDDLESTON-MARSH MAHOG-ANY CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

5 PLY, white oak 2 sides, 20—5% x 17 x 62"; 5 PLY, red oak 2 sides, 234—3% x 24 x 60"; 56—3% x 24 x 72"; 3 PLY, red oak 2 sides, 28—3% x 24 x 67". WISCONSIN SEATING COMPANY, New London, Wis.

### WALNUT

ANY thickness. LOUISVILLE VENEER MILLS,

# This is Form B

# **UPHAM & AGLER**

CAIRO, ILL.

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Of Single Duplicate or Triplicate Lumber Tally Ticket (without Loose Carbon Sheets) used in the

# Gibson Aluminum Tally Book Covers

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Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

# **VENEERS FOR SALE**

### FOR SALE-ROTARY CUT RED OAK-

To Veneer, cut in squares ranging from 14x14 to 23x23". Address "BOX 10," care HARDWOOD RECORD.

### LOGS WANTED

### WANTED-BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohie.

# DIMENSION STOCK WANTED

### WANTED-DIMENSION OAK

Piain and Quartered. Write us for specifica-tions and prices. INDIANA QUARTERED OAK CO., 52 Vanderbilt Ave., New York, N. Y.

# TIMBER LANDS WANTED

### THOROUGHLY RESPONSIBLE PUR-CHASER

With ample means will pay cash for tracts (2,000 acres and up) of virgin pine, cypress, and hardwood timberlands owned in fee-in the southern and southeastern states.

We are not brokers, commission men or factors, but actual buyers, and all propositions submitted will be regarded in confidence.

We solicit correspondence only with owners or their legally authorized representatives. Address "BOX 90," care HARDWOOD RECORD.

# TIMBER LANDS FOR SALE

# OVER 120,000,000 FEET PINE CYPRESS AND HARDWOODS

Located on 30,000 acres in southeast Georgia; 62 % shortleaf or "N. C." pine and cypress (some longleaf), balance fine red gum, oak and ash. Both water transportation on navigable river and railroad within 21/2 miles, with favorable rates to Georgia ports; 16,465 acres land in fee, very valuable when cleared; balance under 15-year leases from date, with privilege extending ten years more. Good mill sites, inexpensive logging, titles perfect. Additional timber adjacent can be bought if desired. An all-round attractive proposition. Address SYDNEY L. MOORE, agent for owner, 4 East Bay St., Jacksonville, Fla.

# LUMBER FOR SALE

### FOR SALE

Hickory, White Oak and Hard Maple. Want contract to saw to order. Write

P. R. POORMAN, Bloomington, Ill.

# TIMBER ESTIMATING

### TIMBER ESTIMATING

Timber estimates, reports, maps, surveys and logging plans.

> T. J. McDONALD. East Tennessee Bank Bldg., Knoxville. Tennessee.

# BUSINESS OPPORTUNITIES

### WANTED-QUICK

Strong line of Oak and Gum Mouldings to sell in Chicago on commission. Know personally best trade here. Must be well manufactured and have capacity to supply large quantities. JOHN W. ANDERSON, 918 1st Nat. Bk. Bldg., Chicago.

### FOR SALE—SAWMILL AND TIMBER

Circular mill 25,000 feet capacity. Locomotive skidder and loader and all appliances. About 6,000,000 feet timber. Hardwoods-Oak, Ash and Gum. Other timber can be bought. particulars apply to A. S. BACON & SONS, Savannah, Ga.

### WANTED-A COMPETENT MAN

To take half interest in a well-established, very profitable rotary cut veneer business. This business will bear the closest investigation, but want a man who is capable and willing to assume the responsibility of the logging, and also of the plant, which is well organized and in full operation, Address "BOX 11," care Hardwood RECORD.

Complete sawmill, planing mill, shingle mill, grist mill, tools and fixtures, fine condition, city limits, 6,000 population; 7,500 dollars quick sale. Address OWNER,

P. O. Drawer "S," Marianna, Ark.

# WAGON STOCK WANTED

### WE ARE IN THE MARKET

For all kinds of Wagon Stock such as Oak Bolsters, Reaches, Tongues, Sawed Felloes, Hounds and Hickory Axles-also car material. Quote KONZEN-SCHAFER LBR. CO.,

Blue Island Av. & Robey St., Chicago.

# MACHINERY FOR SALE

### VENEER MACHINERY FOR SALE

Complete veneer plant and general stock of southern veneers; 100 in. rotary machine and 12 ft. slicer. Good rail and water facilities. Sell together or separately.

Address "BOX 15," care HARDWOOD RECORD.

# MISCELLANEOUS

Swage your CHISEL and SOLID TOOTH CIRCULAR, your BAND, GANG and CYLINDER SAWS with the

### "SIMPLEX"

The only 8 in 1 Roller Die Swage made. WRITE FOR PRICES.

The Peter Gerlach Company, CLEVELAND, SIXTH CITY

### You have OLD CUSTOMERS

but

NEW ONES must be added constantly to move your Lumber

these days.

To this end accurate knowledge of factory needs is essential.

we have this information in strictly up-to-date form, all tabulated and ready for instant use. It is proving a big asset in many hardwood offices these days. Can you afford to give your competitor this advantage?

Let us tell you more about it.

HARDWOOD RECORD, Ellsworth Building,
Chicago, Ill.



Merritt Manufacturing Company LOCKPORT, N. Y.

Makers of Veneer Machinery



# If you want to get in touch with 3000 Live Wire Buyers of Hardwoods

it will pay you to find out about the Hardwood Record's

# BULLETIN SERVICE

One man, who uses the service gives it credit for earning annually \$10,000 for him. Write for pamphlet-

"Selling Lumber By Mail"

It will prove a revelation to you.

# HARDWOOD RECORD

(Bulletin Dept.)

537 So. Dearborn St., **CHICAGO** 

# Rotary Veneers

Cottonwood, Gum Other Arkansas Hardwoods

We have had many years' experience in the proper manufacture and handling of this stock and are sure of ourselves and our product.

Helena Veneer Co.

# COLFAX Hardwood Lumber Company

MANUFACTURERS OF

BAND SAWN

Oak

Ash Cypress Gum

COLFAX, LOUISIANA

GRAND PARISH
LOCATED ON L., R. & N. CO.



# Thick Birch and Maple

We have the following

1 car 12/4 No. 2 Com. & Btr. Birch 2 cars 10/4 No. 2 Com. & Btr. Hard Maple

1 car 12/4 No. 2 Com. & Btr. Hard Maple 1 car 12/4 No. 1 & 2 Com. Hard Maple

Write us for prices

NEW LONDON, WISCONSIN

# We Want to Buy

1x4 and wider 43 and 46" long in Qtd. White Oak, clear I face, 2 ends and 2 edges. 1x4 and wider 43 and 46" long Plain Red Oak, also all White Oak.

We specialize in all kinds of Dimension, write us for list of other stock we want

The Probst Lumber Co.

Cincinnati, Ohio

# VENEERS AND PANELS

# Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer. Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

# Roddis Lumber & Veneer Co. Marshfield, Wis.

VENEERED PANELS

DESK TOPS

TABLE TOPS

FLUSH VENEERED DOORS

WAINSCOTING

BENT WORK

SAW MILLS AT PARK FALLS, WIS

# Geo. L. Waetjen & Co.

MILWAUKEE

WISCONSIN

# PANELS AND VENEERS

at all times assures the consumer of immediate shipments

If It's Veneer or Veneered We've Got It

Write for Our Monthly Stock List

# It's here right now-

That prosperity you've been pulling for—that we've all been hoping for, has arrived. It isn't a monopoly—there's enough to go around

# Wisconsin Seating Co. Panels

Those jim dandy 3 ply and 5 ply panels, that to know is to use and praise, will help you get your share. In all the woods. Connect up with real quality now.

REMEMBER

Good Times and Good Goods Win

WISCONSIN SEATING CO.
NEW LONDON WISCONSIN

# "WE ARE GETTING RESULTS"

WRITES ONE ADVERTISER

This Means That He Is Getting

# NEW BUSINESS

Through His Ad

If we can do it for him is there any logical reason why we can't for you?

MAKE US PROVE IT

HARDWOOD RECORD, CHICAGO

# BIRCH VENEERS

HIGH GRADE LOGS, FIRST-CLASS EQUIPMENT AND OVER TEN YEARS' EXPERIENCE
MILWAUKEE BASKET COMPANY, South Milwaukee, Wis.

# THE STANDARD VENEER CO.

Rotary Cut Birch Veneers

HOULTON, ME.



# "Ideal"

# Steel Burn- Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name. "IDEAL."

# ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

# I. Stephenson Co., Trustees

WELLS, MICHIGAN

# EAST JORDAN LUMBER CO. EAST JORDAN. MICHIGAN

We Offer for Prompt Shipment:

15M 1x7" up No. 1 Common & Better Maple.

18M 4 4 No. 1 Common & Better Quartered Maple.

200M 4 4 Full Log Run Beech.

50M 4 4 Full Log Run Birch.

50M 4 4 No. 3 Common Birch.

Write for prices

FULL THICKNESS

BAND SAWN

QUICK SHIPMENT

# VON PLATEN LUMBER COMPANY

Iron Mountain, Mich.

Have following stock at Iron Mountain, car shipments:

200 M P S 4 No. 3 Com. M Gen.

300 M ft 4 4 No. 3 Com. Mapor

160 M ft. 6 4 No. 3 Com. Mapa.

40 M ft. 10/4 No. 2 Com. & Better Maple.

100 M ft. 6 ft. Coal Door Lumber.

100 M ft. 4'4 No. 1 and 2 Common Birch.

100 M ft. 5/4 No. 1 and 2 Common Birch.

50 M ft 8 4 No. 3 Common Bass-wood.

50 M ft. 6/4 No. 8 Common Bass wood.

# Strable Lumber & Salt Co.

Hardwood Lumber

Maple Flooring

SAGINAW, **MICHIGAN** 

# "Chief Brand" Maple and Beech Flooring

in \$\frac{3}{2}\$, \$\frac{4}{8}\$ and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US. WE CAN INTEREST YOU

# Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

We are members of the Maple Flooring Manufacturers' Association

# BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm, Brown Ash, Red Oak and Hardwood Lath.

Birch Dimension Stock Cut to Sizes

LET US QUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.

EASTMAN FLOORING CO.

# HARDWOOD RECORD'S

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLÎNOIS, IN-DIANA, OHIO, PENNSYLVANIA, NEW YORK

IT'S the BEST SALES MEDIUM for HARDWOOD LUMBER

# UFF

The Foremost Hardwood Market of the East

# ANTHONY MILLER HARDWOODS OF ALL KINDS

893 Eagle Street

Hugh McLean Lumber Co.

OUR SPECIALTY:

**QUARTERED** WHITE OAK

940 Elk Street

BUFFALO HARDWOOD LUMBER CO.

Dry band sawed stock
Piled at our Yard at Buffalo ready for shipment
Ash, No. 1 Com. & Better, 4/4 to 16/4, dry stock
Plain Red Oak, No. 1 Common & Better, 4/4 to
12/4, dry stock
Plain White Oak, No. 1 Common & Better, 4/4 to
12/4, dry stock

940 Seneca Street 

Yeager Lumber Company, Inc.

Specialties:

Oak, Ash and Poplar

932 ELK STREET

T. SULLIVAN & CO.

Hardwoods

Ash and Elm

NIAGARA — CORNER ARTHUR

Standard Hardwood Lumber Co.

OAK. ASH and CHESTNUT

1075 Clinton Street

G. Elias & Bro. HARDWOODS

White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Mill-work, Boxes, Maple and Oak Flooring

955-1015 ELK STREET 

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

# A QUARTER CENTURY OF SUCCESSFUL MANUFACTURE



# The Stimson Operations

J V STIMSON Huntinglars Ind J V Stateson Prop. F A Stateson Mgr

J. V. STIMSON HARDWOOD CO.

Mempers Tenn.
B. F. Katterhenes Sees Ireas
C. H. Messer Office Sales Mgr.

STIMSON VENEER AND LUMBER CO.

M. mples I.i.m

J. V. Stimson, Pres.

R. Petrus Office Sales Mgr.

# HARDWOOD LUMBER

3/8" and up in

Northern and Southern Oak, Walnut, Hickory, Elm, Poplar, Ash, Maple

Rotary veneers, regular and special stock in plain and quartered Northern and Southern oak and gum.

A B C-WESTERN UNION CODE



# - Phoenix 6 ft. Pony Band Mill

Will cut 30,000 feet of 1" lumber in 10 hours and cut it good.

> Nearly 200 of these mills sawing wood in the U. S. A.

PRETTY GOOD RECOMMENDA-TION, ISN'T IT?

# MODERATE PRICE

PHOENIX MFG. CO. EAU CLAIRE WISCONSIN

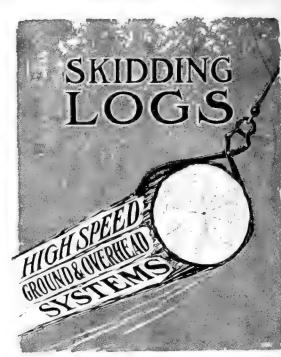
**Broom Handle** CHUCKING AND BORING MACHINE



It rounds end of handle and bores small hole in other end automatically at same time. Capacity, 45,000 handles in ten hours. All the operator has to do is to keep the handles fed to the machine. Used by the largest producers. Write for details and price.

CADILLAC MACHINE CO.

Makers of Handle Makers Tools. CADILLAC, MICHIGAN



Our interlocking engine drums used on overhead systems reduce strain on main cable over 30%.

Write for Particulars

# LIDGERWOOD MFG. COMPANY 96 Liberty St., NEW YORK

NEW ORLEANS, LA. Woodward Wight & Co., Ltd.

SEATTLE, WASH. Lidgerwood Mfg. Company

# Enrivood Record

Twenty-First Year Semi-Monthly CHICAGO, FEBRUARY 10, 1916

Subscription \$2. Single Copies, 10 Cents.



# J. Gibson McIlvain & Co.

Philadelphia, Pennsylvania **ESTABLISHED 1798** 

# MANUFACTURERS of LUMBER

*HARDWOODS* Our Specialty

Send Us Your Inquiries

Your Order Will Follow



# MEXICAN, HONDURAS, TABASCO AND LAGUNA Mahogany Lumber (EXCLUSIVELY)

If interested in atractive prices on high grade stock, we would be pleased to make quotations

Otis Manufacturing Company New Orleans, Louisiana

# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

# Michigan Hardwoods Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

# Cobbs & Mitchell

INCORPORATEI

Sales Department, Cadillac, Michigan

# Stock Widths

No. 3 Common Hardwoods

We can furnish No. 3 Common Maple and Beech, random lengths, as follows:

1x4	1x 8
1x5	1x 9
1x6	1x10
1x7	1x11 & wider

The stock is mixed Maple and Beech but runs largely Maple

Mitchell Brothers Co.

Sales Department, Cadillac, Michigan



Plain Red Oak

Stop! Look and Read!

# PANELS

of all kinds manufactured from our own Timber in

OAK, GUM
WHITE ASH, YELLOW PINE AND
BIRCH

Will pay you to get our prices. If interested, write us and we will do the rest.



Selected Red Gum

MISSISSIPPI VENEER & LUMBER CO., Neenah, Wis.

# THE SOUTH

# Vestal Lumber & Manufacturing Co.

KNOXVILLE, TENNESSEE

Plain Oak

Quartered White Oak

# SOFT TEXTURED STOCK

Black Walnut

Tennessee Red Cedar

BAND MILLS ON L. & N. AND SOUTHERN RAILROADS AT VESTAL, A SUBURB OF KNOXVILLE

# COTTONWOOD

# OAK

PLAIN AND QUARTERED RED AND WHITE

RED AND SAP GUM

High Grades

Band Sawn Lumber

We Make a Specialty of Thin Stock

COTTONWOOD AND GUM VENEERS

THREE-PLY GUM PANELS BOX SHOOKS—EGG CASES

Write Us for Prices

**Anderson-Tully Company** MEMPHIS, TENN.

# COLFAX Hardwood Lumber Company

MANUFACTURERS OF

BAND SAWN

Oak

Ash Cypress

Gum

COLFAX, LOUISIANA

GRAND PARISH
LOCATED ON L., R. & N. CO.

# SOUTHERN HARDWOODS

We carry a complete stock of Band-Sawed Southern Hardwood

We KNOW HOW to grade it right AND WE DO IT

Why not get our prices?

# K LUMBER & MFG. CO.

D. S. WATROUS, Secretary-Manager

LITTLE ROCK, ARKANSAS

# STEARNS"

Hardwood Specialists

5,000,000 feet 4-4 to 8-4

# **BEECH**

A complete stock of thoroughly dry Beech in all grades

We specialize in Kiln Dried Stock

The STEARNS SALT & LUMBER CO. LUDINGTON, MICH.

# Alexander Brothers

Stock and Price List

510	cre u	11.00	Frice	Li	St		
Feb. 1, 1916.	F. 6	). B.	Belzoni	i I	BELZC	NI, M	ISS.
	Fas		No. 1	Com.	No. 2 C	om. No.	3 Com
Qrld, White Oak	19000	\$69.00	No. 1 45000 38000	\$38.00	33000	\$22.00	
1 44 44 44	18000	70.00	38000	40.00	12500	22.00	
) 4 4 4 a					12500	22.00	
· · · · · · · · · · · · · · · · · · ·	10000	70.00	12500	40.00			
	16500	72 00	21500	42.00	9000	24.00	
Qrtd. Red Oak	6000	75.00	3900	45.00	1.140	No Defe	404-
Stps Stps	445(0)	45 00	40700	BL	ignt Sap	NO Dete	CT Z 10
UTTI. Red U2k	/500	55.00	2000	22.00	/500	20.00	
4	. /000	\$3.00	41000	32,00	31000	22.00	
L'Star C No D	24006	34.00	37.05	20.00	21000	23.00	2 to 4
I Stps S No D I Pln. W. & R. Oak	10500	45 60	31800	23.00	62200	12.00	2 10 4
White	0 11 20	on O	VIC TO	G RIT	. 02200	12.00	
l Ash	13000	40.00	16000	22.00	9000	14.00	
	10000	40100	6000	36.00	5550		
**	30000	58.00	0.00				
& 5 ··	1000	60.00	0001	36.00			
Cettonwood 6 & up	18800	25.00	16500	18.00	9000	14.00	
" 7 to 12	10000	26.00					
Cettonwood 6 & up 7 to 12 11 up 13 to 17 Box Tupelo 19 to 12 Box 1 ld up 1 ld up 1 ld up 1 ld up 1 ls up Pan. "	7000	38.00					
" 18 up Pan. & No. 1	4000	35 00					
13 to 17 Box .	4000	35.00	02000	10.00			
Tupelo	30000	22.00	27000	16.00	0 4- 10	B. B. @	692
9 to 12 Bcx "	17000	22 00	9000	10.00	9 (0 12	D. D. @	323
18 Up	21000	28 00	0000	10.00			
т в преап.	21000	20.00					
	12000	40.00	46200	26.00			
Flaured **	6000	57.00	6000	35.00			
11.	5000	41.00	3500	27.00			
Figured "	. 2000	58,00					
112	20000	40.00					
1 Figured "	25 00	53 00	0.500	00.00	1000	10.00	
Qrtd. Red Gum	8500	42.00	2500	28,00	1000	16.00	
2	8000	42.00	3500	30.00			
	0200	40 00	1000	32.00			
				32.00			
rialli neu dum	40000	20 00	3000	00 81	13500	13.00	
11. 44 ***	5500	30 00	3300	18.00		13.00	
Sap 18 up pan	24000	28 00					
	3000	24.00	6000	14 00	13000		
* * *						18.00	
OLARTERED WHITE	e oak		QU.	ARTE	RED 1	RED O	AK
1 10 at & wider . 12"	100 8×2	1113	1 10 1	n np		30000	\$65.0
1 1 10 10 & wider10	100 %	(14)	114			26900	67,0
Special   10 m   & wider   12   11   10 m   & wider   10   11   11   11   11   12   12   13   14   14   14   14   14   14   14	(40) 85	0.1	1'2 10 1	11 11)		8500	68 0
. 10 m. & wider30;	500 88	0.0					
Prepared to Surface and I	Resaw.	Let us	have yo	our Inq	ulries o	n Cypres:	and
Bay Poplar Weather						without	
				prior s	aie.		
nctice.	Quotati	DH3 SUL	11000	p. 101 0			

# **Dimension Hardwoods**

Cut to Your Order

Save Time

Save Labor

Save Waste

We solicit your inquiries for Chair Posts and Rockers band sawed to pattern, Table Legs, Table Tops, Seat Stock, or anything in special cut Chair or Furniture Dimension.

THE POWELL MYERS LUMBER CO.
South Bend, Indiana

# Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF



Complete stock of 3/8" and 13/16" in all standard widths

# Kiln-Dried Oak

- 4 4 1 & 2 Plain Red and White
- 4/41 & 2 Quartered White
- 4.4 No. 1 Common, 6" wide

National certificate after stock is kiln-dried

# Air-Dried

- 4 4 1 & 2 Plain Red and White Oak
- 4,4 1 & 2 Quartered White Oak
- 4 4 No. 1 Common Quartered White Oak 6" & wider
- 5 41 & 2 Quartered White Oak
- 5, 4 No. 1 Common Quartered White Oak
- 5/4 No. 1 Common Plain Red Oak
- 4 4 No. 1 Common Red Gum
- 4/4 No. 1 Common Poplar

# TENNESSEE OAK FLOORING COMPANY

**NASHVILLE** 

TENNESSEE





The levends of past centuries describe the oats as "stout," "stoody," "stallwart" and at the same time "he spitable."

In our own fereds the oak trees stand with a confidence inspiring record as a they are sounder, with fever natural defects than any of the other native hardwoods

It is admittedly a fact that even the moderately priced lines of oak furniture have more "appearance," suggest more luxury, more individuality than more costly pieces in most other woods.

Oak is more saleable for the retailer because it doesn't require special education as do new woods and because it doesn't scare off the less opulent buyer by the very sound of its name.

The wise furniture maker will prepare to reap the benefit from the greater interest in oak interiors and the desire for harmony in fittings—and he will convince the retailer of the wisdom of this course.

Why have the writers of all times described the OAK dining hall, the OAK banquet table? Doesn't the sound of the name, the very sight of the wood give forth an inspiration of the hospitality of the "board"?



For any information on this subject address

# Any Manufacturer on the Opposite Page

Oak Information Bureau, 707 Ellsworth Building, Chicago







# Dependable Manufacturers of Oak

### **ALABAMA**

H. H. Hitt Lumber Company, Decatur. (See page 37.) Cromwell Hardwood Lumber Co., Montgomery.

### **ARKANSAS**

ARKANSAS

\* Kentark Land & Timber Company, Allport.
Thane Lumber Company, Arkansas City.
Bilss-Cook Oak Company, Bilssville. (See page 50.)
Paepcke Leicht Lbr. Co., Blytheville and Helena.
(See page 47.)
Pearod-Jurden & McCowen, Brasfield and Helena.
Crittenden Lumber Company, Crittenden.

\* Fee-Crayton Hardwood Lumber Co., Dermott.
J. H. Bonn 'r & Sons, Heth. (See page 50.)
Little Rock. Lumber & Manufacturing Company,
Little Rock. (See page 4.)

\* Miller Lumber Company, Marianna. (See page —.)
Muirhead Lumber Company, Weldon.

### **ILLINOIS**

H. B. Blanks Lumber Company, Cairo. (See page 12.) Thomas McFarland Lumber Company, Cairo. Dermott Land & Lumber Company, Chicago. \*Utley-Holloway Lumber Company, Great Northern Bldg., Chicago.

### INDIANA

S. Burkholder Lumber Co., Crawfordsville.
F. M. Cutsinger, Evansville. (See page 43.)
Maley & Wertz, Evansville.
John A. Reitz & Sons, Evansville.
Bedna Young Lumber Company, Greensburg.
Chas. H. Barnaby, Greencastle. (See page 43.)
J. V. Stimson, Huntingburg, (See page 60.)
Long-Knight Lumber Company, Indianapolis, (See page —)

Long-Knight Lumber Company, Indianapolis, (See page —.)
 Coppes Bros. & Zook, Nappanee.
 Wood-Mosaic Company, New /. Ibany. (See page —.)
 North Vernon Lumber Company, North Vernon.
 C. & W. Kramer Company, Richmond.
 Swain-Roach Lumber Company, Seymour. (See page 44.)
 Fullerton-Powell Hardwood Lumber Company, South Bend.

FORT WAYNE

\* Hoffman Brothers Company. (See page 12.) Perrine-Armstrong Company.

### KENTUCKY

 Arlington Lumber Company, Arlington.
 Wright-Kitchen Lumber Company, Ashland.
 Clearfield Lumber Company, Inc., Clearfield.
 Day Lumber & Coal Co., Jackson. (See page 1987) (See page 48.)

LOUISVILLE

W. P. Brown & Sons Lumber Co. (See page -.) Churchill-Milton Lumber Company. Norman Lumber Company. (See page -.)

\*Kentucky Lumber Company. E. R. Spotswood & Sons. (See page 41.) Turkey Foot Lumber Company, Inc.

# LOUISIANA

The Ferd. Brenner Lumber Company, Alexandria, Boeuf River Ld. & Lbr. Company, Logtown. The Hyde Lumber Company, Lake Providence. Thistlethwaite Lumber Co., Ltd., Washington.

### **MICHIGAN**

Thomas Forman Company, Detroit.

### MISSISSIPPI

Alexander Bros., Belzoni. (See page 5.)
Lamb-Fish Lumber (co., Charleston, (See page 49.)
D. H. Hall Lumber Company, New Albany.
Paepcke Leicht Lumber Company, Greenville. (See page 47.)
Tallahatchie Lumber Company, Philipp.
Carrier Lumber & Manufacturing Company, Sardis.

\*Oak Dimension Manufacturers. Firms in Heavy Type Have Individual Ads on Pages Designated.

# **MISSOURI**

Long-Bell Lumber Company, Hdwd. Dept., Kansas City, Mo.
Tschudy Lumber Company, Kansas City.
Gailoway-Pease Co., Poplar Bluff. (See page 40.)
Baker-Matthews Manufacturing Co., Sikeston. (See

page 50.)
• Garetson-Greason Lumber Company, St. Louis.
Thos. E. Powe Lumber Company, St. Louis.

### NORTH CAROLINA

Asheville Lumber Company, Asheville.

• Carr Lumber Company, Pisgah Forest.

Yellow Poplar Lumber Company, Coal Grove. W. M. Ritter Lumber Company, Columbus. Barr-Holaday Lumber Company, Greenfield.

### CINCINNATI

Bayou Land & Lumber Company.
C. Crane & Co. (See page 48.)
The John Dulweber Company.
Hay Lumber Company.
Mowbray & Robinson Company. (See page 9.)
The New River Lumber Company.

### **PENNSYLVANIA**

J. M. Murdock & Co., Johnstown. Aberdeen Lumber Company, Pittsburgh. Babcock Lumber Company, Pittsburgh.

### TENNESSEE

\* J. M. Card Lumber Company, Chattanooga.

Williams Lumber Co., Fayetteville. (See page 46.)

\* Bedna Young Lumber Company, Jackson.

Kimball & Kopcke, Knoxville.

J. M. Logan Lumber Company, Knoxville.

Vestal Lumber & Manufacturing Co., Knoxville.

(See page 4.)

Little River Lumber Company, Townsend.

### MEMPHIS

MEMPHIS
Anderson-Tully Company. (See page 4.)
Geo. C. Brown & Co. (See page 12.)
R. J. Darnell, Inc.
Memphis Band Mill Company.

\* Nickey & Sons Company, Inc. (See page Paepcke-Leicht Lumber Company. (See Penrod-Jurden & McCowen.
Russe & Burgess, Inc.
R. Sondheimer Company. (See page —.)
Vanden Boom-Stinson Lumber Company.

\* Weish Lumber Company.

J. W. Wheeler & Co. (See page 41.) by. (See page 47.)

NaSHVILLE
Davidson, Hicks & Greene Company.
Farris Hardwood Lumber Company. (See page 50.)

• Love, Boyd & Co.

• John B. Ransom & Co.

# **VIRGINIA**

\* U. S. Spruce Lumber Company, Marion. Boice Lumber Company, Inc., Richmond.

### WEST VIRGINIA

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The Alton Lumber Company, Buckhannon.

\*\*West Virginia Timber Company, Charleston.

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C. L. Ritter Lumber Company, Huntington.
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The Parkersburg Mill Company, Parkersburg.

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# CHICAGO

History of the

# Largest Lumber Centre

in the

# World

(I)

"IN THE BEGINNING"

HICAGO'S enormous trade in lumber had an obscure and humble beginning. As is usual in such cases, those who originated the first business had no prophetic glimpse of what was to grow out of it, even within the lifetime of persons then living. It was a small foundation on which to erect a superstructure so vast.

The strip of lake front and the swamps and prairies back of it on which the city now stands with its two and a half million people, formed a situation about as univiting to the lumberman as could be found, when the first buildings were erected in the future Chicago.

It was not a timbered region in the sense that Michigan and Wisconsin were. There were trees but not much merchantable timber. The high ground between the swamps supported white, yellow, burr, and swamp oaks of fair size; black, red, and white ash; box elder and a little hickory; and now and then a sugar maple. Along the margins of some of the swamps first class cotton-woods grew. It is said, on somewhat questionable authority, that a few fine yellow poplars grew on the site of Chicago.

The southern limits of both the white and the jack pine in the region coincided almost exactly with the southern limits of the present city; and these trees contributed a little to the original timber which occupied the site of the city.

When timber of all kinds and qualities was considered, there was not much of it. The "north shore," from Chicago to Winnetka, doubtless affords at the present time a pretty correct idea of the natural forests a century ago.

Of course, no large mill was erected to cut such timber. Not until some years after the first Fort Dearborn had been burnt by the Indians, and the second erected in its stead, was mention made in the old records of any attempt to manufacture lumber. Before that time the whipsaw and the broad ax had done the manufacturing. The whipsaw was worked by hand, one man on the log above, the other in the pit beneath. Square timbers were produced with the broad ax.

(See next issue)

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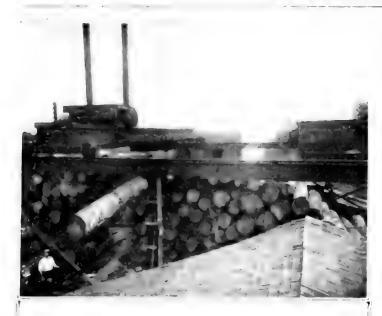
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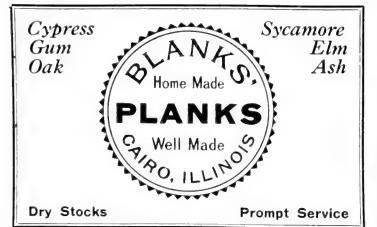
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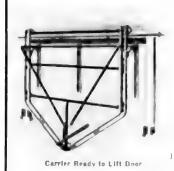
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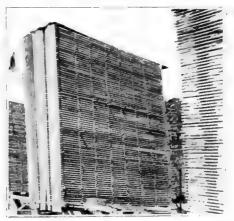
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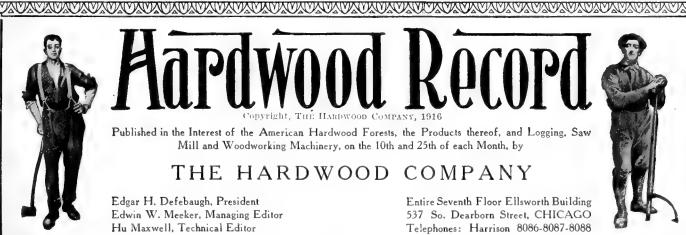
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# THE HARDWOOD COMPANY

Edgar H. Defebaugh, President Edwin W. Meeker, Managing Editor Hu Maxwell, Technical Editor

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CHICAGO, FEBRUARY 10, 1916

No. 8



# Review and Outlook



# General Market Conditions

UMBERMEN ARE CERTAINLY AN UNFORTUNATE SET of men. When trade is poor they are worrying over accumulation of stock, and then just as soon as it becomes good the elements unite against them to keep down their stock when they should be producing considerable quantities to turn into cash on a ready market.

The northern operators wanted snow for their logging. In a good many cases they didn't get it, and the log input will be seriously restricted.

Southern loggers didn't figure on having high water until the middle of spring. This year they are getting it practically in the middle of winter, when they thought they had enough time to get in logs to tide them over during high water. As a result many mills have been down for several weeks, and there is no prospect of a recession of water to allow them to operate again for some time; that is, in a good many sections of the Mississippi valley territory. So they are going to have less lumber than they ought to have to make up for the poor business which prevailed when they had plenty of lumber and had to sell it for less than it was intrinsically worth. There is nevertheless the redeeming feature that this high water is going to dispose of every possibility of any imminent over-stocking due to too great enthusiasm caused by renewed activity in buying. There will be a general cleaning up which is accelerated by the desire to move stock, even without orders in advance of high water to prevent a flooding. This movement has been going on for some time and as a consequence there will probably be less flooded lumber than usually is marketed. When the waters go down, southern hardwoods from the Mississippi country are going to be pretty scarce property.

The prediction has been expressed in a number of instances that this consignment shipment in advance of flood stages would at least temporarily break the markets in the leading consuming centers. However, this prediction has not been borne out. Although a good deal of hardwood lumber has moved in a hurry from that territory, there is no noticeable effect as yet—that is no serious effect which would indicate a general demoralization of prices on account of this influx of salvaged stock. As the water has in the main about reached the high mark, or at least has gotten sufficiently high so that there has been time to provide against increasing stages, it is but reasonable to suppose that a goodly proportion of the lumber which would be moving in advance of the rising water has already been loaded and shipped. So any serious retarding influence on the hardwood market as a result of this necessary action will have to manifest itself in the near future in order to be taken as a serious consideration.

The seriousness of the situation is unquestionably mitigated to a NTW very considerable extent by the fact that a good deal of this lumber OTA undoubtedly went in to fill a gap that was already existent, and as GAR above stated, its aspect is not so menacing as it would be under other circumstances because of the most excelent prospect as far as the relation between supply and demand is concerned.

Further east high water stages have already had their effect on the production of hardwoods, but to nowhere near the serious extent that has prevailed in the Mississippi country. In the eastern section the most detrimental results have been the retarding of logging, as ordinarily the mills and mill yards have not been seriously threatened.

Eastern lumbermen have faced another drawback, namely, the various embargoes instituted by different trunk lines on shipments of certain products, among which lumber was included. In certain cases these embargoes were lifted for a short period but the demands for shipments were immediately so overwhelming that they were again placed in effect. So it has been extremely difficult to get movements through properly, especially for export. The whole export situation is still in pretty much of a muddle with continually increasing rates, and now with the added danger to Atlantic shipping, the insurance question will add further prohibition to a successful attempt at export business. Lumber is going out in better quantities from the gulf ports, according to evidence, than it is from the eastern seaboard.

The unexpected upheaval in manufacturing conditions makes it increasingly difficult to figure accurately on the future. Until the flood stages recede, or until it is possible to demonstrate how much stock will remain at the mills after the floods, and whether or not the markets have been saturated by additional shipments resulting from the floods, it will be hard to form a comprehensive or intelligent opinion of what may be expected. Developments in the next few weeks will have a material effect on the whole situation.

### The Cover Picture

DEAD OF WINTER IS NOT SO BAD A TIME in the forests of the North, where the lumbermen are engaged in the serious work of the season. It is the time when logs must come out of the woods and reach the mills or the dumps and be ready for use when wanted. Logs may be cut in summer, but they cannot be advantageously prought out of the woods at times other than winter, except such as lie convenient to railroads or floatable streams. In every large logging operation much hauling on lateral roads is necessary before the long transportation to the mill actually begins. Such hauling is usually done over temporary or improvised roads, which may cross swamps

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The first I produce of the second storm, which to make remnants hanging on the branches of trees, indicate that the fall is not new. The snow is well packed. Late in winter it may become sufficiently firm to bear a man on the surface, and it may occasionally hear a term after a few slight mass or historic freezes.

The triber stand consists of softwood exclusively, so the is reduced adult trees in the particle particle provides the reduced. The triber is not of great size and its quality is not impressive. There appears to be to white and Norway rine in sight. Perhaps hendock and spruce predominate. The log hauling season is in full swing in January and it should continue well into March in the northern country. If the water's half of eggs is to go out by drives down rivers, that will take place with the arrival of freshets which accompany the melting of the snow. However, the logging railroad has largely taken the place of the flooded stream as a means of transporting logs from forest to mill. The railroad is operated the whole year through, but the stream is floatable only for short periods during the year

# Ungraded Resawed Hemlock Wisely Eliminated

THE GREATEST SIGNIFICANCE of the a not sological at 22 recent meeting of the Northern Hemlock & Hardwood Manutacturers' Association in unanimously agreeing to cease the shipment of ungrade, resawed hemlock, is that at allowing explainly the ringressive tendency of manufacturers and the trend toward more unformity in manufacturing methods, such uniformity being identified in the main by greater standardization.

The resawing practice was inimical to the best interests of the producers and the consumers, because it resulted in a product that did not come within the specifications of any agreed grading rules. Therefore, it made for lack of uniformity of product. The climination of soil is a practic in territories west of Lake Michigan may be but the beginning of a general adoption for all consuming territories.

Purchasers of hemlock should make every effort to see the justice in the action, as the new policy is based on a sincere desire to inpulse order one for the buyer as well as for the manufacturer

# Indiana Wood-Using Industries

THE SERIES OF ARTICLES on the wood using industries of Indiana which has been running for some time in Hardwood Record is concluded with this issue of the paper. Indiana is no longer prominent as a sawmill state, but occupies a high position as a manufacturing region, and wood holds a prominent place. It was once near the top of the list in the production of lumber, but twenty-six states are now above it. It was long a leader in hardwoods, and it still supplies nearly four hundred million feet of lumber yearly. That quantity, however, falls far short of being enough to supply its own factories and farmers. The state once had a substantial surplus to sell to outside regions; but it must now buy from outside regions to supply its own people. Thus conditions have gradually changed until now the people of Indiana, instead of being lumber sellers, are lumber buyers.

The best of the forests was cleared for tarms, and sawmills have drawn heavily upon the remainder. Some years ago when Joseph Cannon in Congress was fighting the Forest Service, he insisted that there was no grounds for the claim that danger of forest depletion was to be feared. He cited Indiana to prove that woods were growing faster than they were being cut, and he

declared that the state then had more timber than it had when he was a boy, fifty years earlier.

His statement caused considerable discussion. If he were correct with his figures, doubt was east on the need of forest conservation; but nobody could say with certainty whether or not he was right. The public was inclined to place considerable dependence upon his statement that timber was growing in Indiana faster than it was being cut.

Statistics collected since then have cast grave doubt on the correctness of Mr. Cannon's figures. It is certain, at least, that Indiana sawmills no longer cut enough lumber to supply its own people, and that they are reduced to the necessity of buying large bills of lumber from outside regions to neet their needs.

The detailed figures which Hardwood Record has been publishing serially for some months are the first official statistics on that subject ever published in anything like complete form. Prior to this publication, nobody knew how much wood Indiana's factories were using. The figures were furnished this paper by the United States Forest Service and were collected by a canvass of the state, carried out in the most systematic manner. By consulting the numbers of Hardwood Record containing the report, anyone interested can ascertain what kinds of woods are used in Indiana factories, how much of each kind, what is the average cost of each, and what are the principal uses of each wood.

Another lesson of much import may be learned, namely, that timber, even in as fertile a state as Indiana, does not grow as fast as it is being cut. If it does not do so in Indiana, there is no reason to expect better results elsewhere. Consequently, natural processes of reproduction of timber cannot be depended upon to meet the needs of the future; but forestry policies must be put into practice in all regions which hope to grow enough timber to supply the needs of future population.

# Progress in Standardizing

THE CAMPAIGN FOR STANDARDIZATION MOVES FOR-WARD. Formerly there were more than forty heights for wagon wheels. Every factory made such sizes as happened to suit its situation best. Irons of special weights and sizes, and woods of all sorts of dimensions were ordered by wagon makers to meet their requirements. The disadvantages of so wide variation in output finally induced wagon makers to get together and agree on a few standards. It was found that wagon wheels were being made in ten times as many sizes as were necessary, and they were reduced to four. That was found to answer all purposes well, and it greatly simplified the problem of procuring the raw materials for manufacturing, and of selling the product.

Automobile makers have standardized horsepower, tube sizes, ball bearings, spark plug shells, and other parts. Every successful effort at standardizing lessens the cost of manufacture and increases profit, to say nothing of the removal of causes for vexation and worry.

No less progress has been made in simplifying the knit clothing business by agreeing to standard sizes and makes. Apparently the progress is less in the ready-made clothing business, for it is said there are more than one hundred patterns that must be followed at present.

Structural steel manufacturers have gone far toward reducing their products to standards, thereby greatly simplifying the problems of the architect and builder and considerably reducing the cost of building. There are fewer sizes to order and make, and for the dealer to keep in stock. Architects and builders are working toward standards in urging uniform plans and specifications.

Have lumbermen done all they can toward standardizing their output? Many sizes are thoroughly established and well understood, but it cannot be denied that the lumber yard that caters to a miscellaneous trade must keep on hand a large number of sizes. It may not be practicable to reduce the number; but the matter is worth investigating. When the Forest Service published its bulletin on lumber prices for 1912 it was necessary to quote on 293 separate items, and nobody pretended that that was anything near the full number. Possibly it cannot be helped. Possibly somebody once

thought it was necessary to have forty-odd heights of wagon wheels; but it has been found that four are enough. If any one wants an odd-sized wagon he can have it made to order; but it is no longer considered necessary for dealers to keep odd sizes in stock.

Lumber grades have been standardized or have approached very nearly that condition. It has been accomplished through associations where a few men are authorized to act for many. There is an open field for additional work along similar lines.

# Boys and Men.

RETIRING PRESIDENT GEORGE J. POPE, of the Chicago Lumbermen's Association, in his address before the annual meeting of that body recently, departed somewhat from the usual theme of business addresses on such occasions, and had a few words to say for the boys who are beginning at the bottom in the yards, offices, and mills to learn the lumber business. They are now messenger boys, chore boys, and they do small odds and ends of work. So long as they do their work tolerably well, they attract little attention from those above them.

Yet these boys will be the lumbermen of the future, and the speaker said he wished to say a few words on the subject, particularly along the line of the value of a good example. Nearly every one of these boys, consciously or unconsciously, has his eyes on the men over him. He notices what they say, what they do, and how they meet questions and emergencies that come up. The men in responsible places are thus molding and shaping the characters of the boys, but often are unaware of it. The future business man thus receives impressions which will remain with him through life, and which may make or mar his fortune.

The speaker urged his hearers to give serious thought to that matter and be mindful of the responsibilities resting upon them, and to so live and act that their examples will bear honorable fruit in future years. Few higher compliments can be paid a man than that paid by imitating him and following him as a model, and he should endeavor to be worthy of imitation and safe as a model. Once a year, at least, it is proper that business men should lead their thoughts for a little while along that line.

# The Teacher's Cottage

IT IS A FAR-REACHING CAMPAIGN which has been taken up by R. S. Kellogg, secretary of the National Lumber Manufacturers' Association, for the purpose of building cottages for the use of teachers in the rural schools of the United States. Mr. Kellogg is not making a lone fight, but has joined hands with educators and school authorities in all parts of the country; and the U. S. Bureau of Education is giving powerful help in a cause which in importance can scarcely be overestimated.

Rural education is making rapid progress. Conditions are improving rapidly. Schools are much better than they were a few years ago. Teachers are preparing themselves better for this work. Country communities are building better roads and making it easier for pupils to come and go. Better school houses are replacing the old. But in one particular, a great want is felt. It is often difficult for a teacher to secure a suitable boarding place. That difficulty is reported all over the country. It often is so serious that a teacher leaves the country work as soon as possible and goes to town, and thus the best teachers are forced out of the country schools.

If that applies to unmarried teachers, it applies more pointedly to teachers who have families and are following teaching as a profession, and are therefore the best teachers. It is often impossible for them to rent houses in the country where they can live while they teach the rural schools.

The movement is taking form all over the country to provide at public expense cottages for married teachers in particular. The movement seems to have gained most headway on the Pacific coast, but it extends from ocean to ocean. It is an old custom in some European countries where its success was long ago proved. The plan is being tried here and there in most of the states in this country, and it is rapidly gaining in popularity because it is giving satisfaction where-

ever it is tried. Better teachers are secured and they remain year after year.

The significance of this movement to lumbermen is clear. Lumber is the natural building material for such cottages. The quantity required for one cottage is small, but if such cottages shall be built all over the country, it will mean the sale of a great deal of lumber. The state of Washington has 108 teachers' cottages now, and only a beginning has been made. Even in the South, where the people are considered a little conservative in following innovations, the movement is gaining ground. A single county in Alabama has six such cottages for its rural teachers.

Lumbermen who lend their influence to this campaign, in whatever part of the country they may happen to live, will be forwarding a good cause and at the same time will be creating a market for products which they have for sale.

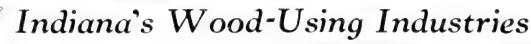
# After War Lumber Prices

In England the Men engaged in the Lumber Businers, but is a live question since plans are being laid for the future. Buying from hand to mouth cannot continue indefinitely. Speaking on that subject a recent number of the London Timber said: "The time when it was thought that it would be dangerous to hold any large stock at the conclusion of peace is quite in the past, and merchants now appear thoroughly convinced that there will be no fall in prices when the war ends; not at any rate until there is a drop in freights to somewhere about their normal level which will be many months after the war ends. Indeed, so accustomed have shippers become to a rising market that the view has been expressed in Sweden that values will rise after the war in consequence of the tremendous consumption that will be necessary."

The American lumber market is not controlled by conditions and opinions in Europe; but that influence is important. If prices continue high there, the tendency will be to maintain prices on this side. That should hold in our export business, at any rate. But, aside from our export trade, high ocean freights on lumber should not have much effect on the business at home, and it is well understood that our domestic lumber business is the biggest part of it. But so long as lumber sells at high prices in Europe, values will be steadied here. The following further quotation from *Timber* shows the feeling among dealers in Great Britain:

There is only one topic in the timber trade today-the extraordinary prices and the apparent impossibility of the limit of values being reached. The timber merchant's lot is indeed a happy one (as far as any lot can be happy in these gloomy times), and the optimism which obtains in the trade among sellers and buyers alike is not without very good foundation. There are, of course, many industries which have profited by the war to a far greater extent than has the timber trade; for example, shipping, iron and steel, and, in fact, all those businesses which have to do directly with the equipping of the army, and those engaged in making the munitions of war, but theirs is, let us hope, a temporary "boom." The manufacture of war material and the equipment of armies is, from the economic standpoint, most unproductive labor, and, without any uncharitable feeling for the munition workers, we may trust that the "boom" in their department may not be of very long duration. But with the timber trade the case is very different. The present "boom"-for it is a "boom" in a small way-is also concerned with government and army work at present, but when the war is over and munitions in large quantities are no longer required, the uses for timber, far from decreasing, are certain to be largely augmented. And this is the real reason why timber merchants are justified in looking hopefully at the situation; the prosperity of the timber trade should be no temporary matter. For many years after peace is declared we look for a market in which the demand for wood will far exceed the ordinary supplies, and when consequently business will be easily conducted, and the work of selling rendered comparatively smooth.

Some furniture factories convert their varnish room into a drying room at night. In some cases the watchman keeps up the fire by burning refuse and maintaining the proper temperature. This may work satisfactorily in a small plant where the watchman can make his rounds in a short time, but if it were practiced in a large plant the watchman would be compelled to neglect some very important duties.





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the transfer to a second the second section of the second section is a second section of the second section of the second section is a second section of the secti maintaining a boat industry. Its forests and woodlots produce the the content of the second state of the content of t (2) The second of the secon to a to a contract of the street  $\frac{d}{dt} = \frac{1}{2} \left( \frac{d}{dt} + \frac{d}{dt} \right) = \frac{1}{2} \left( \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} \right) = \frac{1}{2} \left( \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} \right) = \frac{1}{2} \left( \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} \right) = \frac{1}{2} \left( \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} \right) = \frac{1}{2} \left( \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} \right) = \frac{1}{2} \left( \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} \right) = \frac{1}{2} \left( \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} \right) = \frac{1}{2} \left( \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} \right) = \frac{1}{2} \left( \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} \right) = \frac{1}{2} \left( \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} \right) = \frac{1}{2} \left( \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} \right) = \frac{1}{2} \left( \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} \right) = \frac{1}{2} \left( \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} \right) = \frac{1}{2} \left( \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} \right) = \frac{1}{2} \left( \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} \right) = \frac{1}{2} \left( \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} \right) = \frac{1}{2} \left( \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} \right) = \frac{1}{2} \left( \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} \right) = \frac{1}{2} \left( \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} \right) = \frac{1}{2} \left( \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} \right) = \frac{1}{2} \left( \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} \right) = \frac{1}{2} \left( \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} \right) = \frac{1}{2} \left( \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} \right) = \frac{1}{2} \left( \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} \right) = \frac{1}{2} \left( \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} \right) = \frac{1}{2} \left( \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} \right) = \frac{1}{2} \left( \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} \right) = \frac{1}{2} \left( \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} \right) = \frac{1}{2} \left( \frac{d}{dt} + \frac{d}{dt} + \frac{d}{dt} + \frac$ the content of the co timber. Less than I per cent of this is reported by Indiana.

Oak is Indiana's leading boat wood, followed by longleaf jone. These two constitute nearly 88 per cent of the total. The product are structured in the stage of a path, skilling a rate of the last stage of the spruce from the Pacific coast and white ash furnish most of the and the expression favorite for softs, but the sin number of other uses in boat building. White oak and longleaf pine are frame woods, but they are serviceable in almost any department of boat work. Oak is a popular finish wood for steamer cabins, and launches are trimmed with it. Tug builders give it a place where strength is required, and its value is increased by its resistance to de la fiction pressor, aergant presentation Arbanitations chief value is the fine finish it takes, and the facility with which the wood may be bent in circular and other forms. Most of the white pene reported is used for repair work. Mahogany is made into finish for passenger vessels, including launches and skiffs,

White ish is the only boat wood listed in Table 57 which is wholly state grown. Two others, cypress and white oak, are partly home grown, but all the others come from outside regions. The average cost is rather high, the cheatest wood on the list cost ug slightly more \* , . . .

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Laundry appliances as they are here considered consist wholly of washing machines. Manufacturers in the state report the annual ase of 1,425,000 feet of nine kinds of wood in producing this modern article of household convenience. It has largely, but not entirely. replaced the old time tub and washboard in the tamily laundry. Few inventions have contributed more to domestic confort and efficiency,

Washers are of various patterns, but the controlling idea in their construction aems to apply power without cramping the muscles which apply it. Hand power machines are numerous, because many users have not the facilities for using power. However, few hand operated machines are in use where cheaper and more satisfactory power is available. More than \$42,000 a year is paid for lumber in the state for making washing machines. One third of it is home grown. The materials in the section for the first terms of the section of the The tubs are of cypress, cottonwood, basswood and red gurn. Dashers are made of white clm, rubbers of white ash, legs of white oak, while bee hand sugar maple are suitable for most parts of the machine. Only nine woods were reported in the state, and a number of mana-

Let be east retape by the control be parts of the machines for which the various woods were used.

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MASS FASCIOLOGICAL SANSBRY APPETANCES Midd town Furniture to Middle Gibson Mfg Co., Muncle Gibson Mfg Co., Muncle Gibsonck Bros Mfg Co. Ca. Muncie

The chief demand for wood in building elevators is for platforms, posts and elevator gates. In some instances the elevator cage is made of wood, but that is not the custom. Reports by manufacturers show that in Indiana most of the lumber used is pine, consisting of four species, two southern and two northern, as Table 59 shows. The hardwoods are intended principally for doors and finish, the platforms in elevators being classed in this instance as finish.

+ 1,

Both freight and passenger elevators are included in the industry, likewise hoists of various kinds. Some of the hoists are very similar to the "conveyors" listed in the pulley statistics, and sometimes the line separating the two can be drawn only with difficulty.

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	50 , 0000	4.15.2	13 66	7 160		303,000
Yellow poplar	220,000	16.21	29,55	6.500	100.000	120,000
White pine		14.73	25.00	5,000		200.000
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White ash		37	20.00	150		5,000
			128 .	3 38 213	100.000	1 257 312

The manufacturers of elevators in Indiana are: Grote Manufacturing Company, Evansville; Nordyke & Marmon Company, Indianapolis; Otis Elevator Company, Peru; Richmond Safety Gate Company,

Dowels are small wooden pins or rods. They range in diameter from about seven eighths of an inch down to a quarter or less. They tre generally made of tough and strong woods, though that rule has exceptions. Door makers need large numbers of dowels. The dowel is often finished with a groove cut spirally like the thread of a serew, which is intended to give the dowel a firmer grip on the wood when driven into the hole made for it. Manufacturers of furniture, fixtures, stairwork and interior finish are large users of dowels. Few factories make the dowels which they use, but buy them in the form of rods and cut them into lengths desired.

As pine or pegs for fastening pieces of wood together, dowels are older than nails. The Egyptians joined their coffins in that way many thousand years ago, using in some instances round dowels and flat ones in others. Nile boats which have come down through forty centuries are joined with dovetalls and dowels, and though forty or fifty planks and other pieces of wood are joined, not a scrap of metal is found. It is thus seen that the dowel industry is not new, though methods of making the rods and pins have improved. Some of the white pine floors laid in New England 200 years ago were joined board to board in precisely the same way that the carpenters of Pharaoh did this work.

Indiana grows about one fourth of the wood bought by dowel makers in the state. Basswood and red gum are the only ones not supplied in Sert from forests in the state

### TABLE 60 .- DOWELS.

Qu	antity used	1	Av. cost	Total cost	Grown	Grown	
1	nnually		per	f. o. h.	in Ind	out of Ind.	
Kind of wood,	Feet b.m.	%	1,000 ft.	factory.	Feet b m.	Feet b.m.	
Sugar maple	215,000	45.45	\$29.77	\$ 6,400	75,000	140,000	
Beech	150,000	31.71	21.33	3,200	50,000	100,000	
Hickory	26,000	5.50	27.31	710	1,000	25,000	
White elm	25,000	-5.29	29,60	740	5,000	20,000	
Basswood	15,000	3.17	30.00	450		15,000	
Red gum	15,000	-3.17	30.00	450		15,000	
White ash	15,000	-3.17	35.00	525	15,000		
White oak	7,000	1.48	35,00	245	7,000		
Red oak	5,000	1.06	30,00	150	5,000		
Total	473.000	100.00	\$27.21	\$ 12.870	158.000	315.000	

The manufacturers of dowels are South Bend Dowel Works, South Bend; Stephenson Manufacturing Company, South Bend; John Stigleman Manufacturing Company, Spiceland.

### PATTERNS AND FLASKS

The industry which makes flasks and patterns in Indiana produces, according to manufacturers' reports, the kinds only which are in demand at foundries. If others are made, the reports do not specify them. An important part of the industry is thus left unrepresented because many patterns are not intended for foundries, but for machine shops and factories. Patterns of the latter kind are often called models, because they are designed to guide the workman in making his products according to design and measurements.

The foundry pattern serves a different purpose. It is buried in a box of sand in such a way that it may be removed, leaving a hollow or cast the same shape and size of the pattern. Molten metal is poured in, and a casting is the result. Immense numbers of such patterns are made. Every shape and size of casting must have its pattern. Fifty patterns may be required for casting the parts of a single machine, while an object of simple, regular form, requires only one pattern, unless many duplicate castings are wanted. In that case, the old patterns wear out and new ones must be made.

Flasks and patterns go together as an industry. The flask is a box, usually made in two parts, the upper half being removable. It is filled with sand, and in this sand the pattern is buried, and upon its removal the cast is ready to receive the metal. Flasks are good for long periods of service, provided they do not meet with accidents from hot metal while the castings are being made. In the case of accident, the flask is liable to be burned and may be destroyed.

No choice grades of lumber or kinds of wood are required for flasks. Nearly any kind will answer, if sound and reasonably strong. While pattern material is generally expensive, flask stock is moderate in price. Hemlock appears to be the principal flask lumber in Indiana. Cherry and black walnut are the only woods going to pattern and flask factories from the forests of Indiana, and these woods contribute only 10,000 feet a year.

TABLE 61. PATTERNS AND FLASKS.

Q	uantity used			Total cost		
	annuall <i>i</i>		per	f. 0, b.	in Ind	out of Ind.
Kind of wood	Feet b m.	64	1,000 ft.	factory.	Feet b.m.	Feet b.m.
White pine	125,508	46.23		\$ 8,377		125,508
Hemlock	. 30,000	11.05	22,00	660		30,000
Mahogany	. 28,000	10.31		2,355		28,000
Cherry	= 26,000	9.58	69,23	1,800	5,000	21,000
Butternut		7.37		1,500		20,000
Cypress	. 15,000	5.52	40.00	600		15,000
Redwood		3 65	50,00	500		10,000
Yellow poplar	. 7,000	2.58	35.71	250		7,000
Norway pine	. 5,000	1.84	15.00	75		5,000
Black walnut	5,000	1.84	70.00	350	5,000	
Total	271 508 1	00.00	860.65	8 16 467	10.000	261.508

### MANUFACTURERS OF PATTERNS AND FLASKS

M. Atherton Sons, Anderson
Union Traction Co. of Indiana, An
derson
Geo. W. Grimes Co., Bluffton
Reeves & Co., Columbus
Connersville Blower Co., Connersville
P. H. & F. M. Roots Co., Connersville

Crow Motor Car Co., Elkhart

Crescent Stove Works, Evansville F. Grote Mfg. Co., Evansville Stewart Machinery Mfg. Co., Hammond Atlas Engine Works, Indianapolis M. Rumely Co., Laporte Hoosier Stove Co., Marion M. Rumely Co., Richmond N. P. Bowsher Co., South Bend

### GATES AND FENCING

In early years farmers made their own fences from material at hand, but posts and wire have largely taken the place of the former rail fence. The custom of buying farm gates is gaining, and gates are made in standard sizes and are kept for sale by lumber yards in prosperous farming communities. Woven picket fencing is likewise for sale and is sold in large quantities. Only five species are reported

in Indiana, as set forth in Table 62. Cypress leads, and the choice is well made, for this wood is both strong and durable, the two chief requirements for gates and fencing. Red cedar, the second on the list, is very durable but not very strong, while longleaf pine is strong and resists decay well. Red oak and white elm are strong but not durable and the amount used is small.

### TABLE 62.-GATES AND FENCING.

	Quantity used	1	Av. cost	Total cost	Grown	Grown
	annually		per	f. o b.	in Ind.	out of Ind.
Kind of woed.	Feet b.m.	%	1,000 ft.	fretory.	Feet b.m.	Feet b.m.
Cypress	76,350	43 29	845 12	\$ 3,445		76,350
Red cedar	50,000	28 35	30.00	1,500		50,0 <b>00</b>
Longleaf pire	40,000	22.65	27.88	1,035		40,000
White elm	5,000	2.84	30.00	150	5,000	
Red oak	., 5,000	-2.84	30,08	150	5,000	
Total	176.350	100.00	\$35.61	\$ 6,280	10.000	166.350

The manufacturers of gates and fencing in Indiana are: Mechanics Planing Mill Company, Evansville; Adjustable Gate Company, Knightstown; Mohawk Lumber Company, Mohawk; W. H. Williams & Son, Parker; Otis Elevator Company, Peru.

### CIGAR BOXES

The manufacture of cigar boxes is an industry distinct from the making of packing and shipping boxes. Demand requires that the box in which cigars are packed not only shall be attractive in appearance but also that it possess an odor, and by nearly universal consent Spanish cedar from Cuba, Mexico and other tropical American regions supplies the desired odor. Its odor is popular, and it possesses the further advantage that the grain and color of the wood are handsome. In many instances other woods, cut in thin lumber, are used as cores or backing and Spanish cedar veneer, cut very thin, is glued upon them.

Indiana's chief cigar box wood is red gum, and the high average price of \$54.69 is paid for it at the factories. Spanish cedar is second in quantity but highest in total cost. The red gum was probably used as a backing for cedar veneer. The factories usually buy cedar in the form of veneer, the cost of which, as given in Table 63, is figured on board measure. Manufacturers of cigar boxes in this state buy the wood they use at an average price higher than is paid by any other industry.

### TABLE 63.- CIGAR BOXES.

4	Quantity used	1	Av. cost	Potal cost	Grown	Grown
	annually		per	f. o. b.	in Ind.	out of Ind.
Kind of wood,	Feet b.m.	00	1,000 ft.	factory.	Feet b.m.	. Feet b.m.
Red gum	49,500	38,45	\$ 51.69	\$ 2,707		
Spanish cedar	33,000	25 63	106 85	3,526		
Basswood	25,000	19.42	66.00	1,650		
Cotton gum	15,000	11.65	46 00	690		
Yellow poplar	6,250	4.85	60,00	375		6,250
Total	128,750	100,00	869.50	\$ 9,049		128,750

Following are the manufacturers of cigar boxes in Indiana: Rhinesmith & Simonson, Fort Wayne; Brinker & Habeney, Indianapolis; Wiegel Show Case Company, Indianapolis; J. J. Auleitner, Terre Haute.

# DAIRYMEN'S, POULTERERS', AND APLARISTS' SUPPLIES

The manufacture of supplies for dairymen, beekeepers, and poulterers is smaller than should be expected in a state like Indiana, where those industries are highly developed. The amount of wood consumed in manufacturing such supplies falls slightly below 128,000 feet a year, which is purchased at a total cost of \$2,607. If the facts were known, doubtless it would be found that large purchases of such materials are made outside the state; but this is not proved by any available statistics.

Beehives and incubators are the only commodities reported. It would thus appear that no wooden supplies for the dairy are manufactured in the state, or, if manufactured, they have not been reported. Yellow poplar, spruce, silver maple and basswood are white, clear woods and meet requirements for frames in which bees deposit honeycomb. The market demands woods light and white. They are cut in thin veneers, just strong enough to protect the comb in handling and shipping. Hives are of longleaf pine, white oak, basswood and silver maple, but the latter two are used in small amounts. The woods listed in the reports on the manufacture of incubators are white oak, yellow poplar and longleaf pine. The supply of wood reported in the state, small as it is, is nearly evenly divided between home grown and imported. Longleaf pine and spruce are the only ones not furnished in part by forests in the state, while yellow poplar, white oak, basswood and maple are entirely home grown.

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Following are the nonafacturers of dozyn cubs, poulterers, and up risks in the out Dictional Ruth with the Company, Ligonier, Stutzman Manufacturing Company, Ligonier; J. J. Bradner, Marion.

### MISSPILLOWER

In compiling statistics of wood-using industries in Indiana, it was sound necessary to classify the use of S. 24,827 for the miscellaneous. A number of distinct industries are included, but each is represented by only one or two manufacturers, and to show the output of one or two factories separately from all others would reveal individual operations. These considerations have made it advisable that such data be put together as miscellaneous without displaying individual figures.

In the following summary of the miscellaneous data in this state, mention is made of some of the principal items only, together with the woods which have been reported in their manufacture.

Hoops for fish nets are made of oak. The wood bends readily and its strength further qualifies it for that use.

Hickory separated into small splints is employed as fiber for certain kinds of brushes. A number of vegetable barks, leaves and fibers are reported by brush makers in other states. Hickory splints for street brooms give satisfactory results. The pioneers made "split" brooms from hickory saplings. Oak is objectionable because of the tendency of the narrow splints to roll up when soaked with water and left to dry.

Yellow poplar is the only wood appearing in the lists as material for cheese cutting machines. The reason why it alone is selected is not stated.

Horseshoeing racks for blacksmiths are constructed of longleaf pine. It is sufficiently hard to wear well and is strong enough to stand the strains put upon it.

When paper is prepared for shipment it is rolled in convenient sizes. The center of the roll is hollow, but the ends are closed by wooden plugs. The plugs may be of any kind of wood. No special qualities are required. Those reported in Indiana are beech, maple, elm. sycamore and pepiar.

A single carpet sweeper does not require much wood in its construction, but some high-class material is used. Many housekeepers consider the carpet sweeper as a piece of furniture, and when they buy one they wish to match their other furniture, whether oak, walnut, maple, mahogany or some other wood. The manufacturer of the sweeper bears this in mind and caters to the demand. Indiana reports list oak, sycamore, beech, red gum, basswood, birch, mahogany, black walnut and Circassian walnut as sweeper materials. Beech's principal place is as handles; basswood serves as cores for veneer overlay.

Elm, red gum and yellow poplar are in the list of brush block materials. Several other woods, especially maple and birch, are equally serviceable for this purpose. A wood is wanted which is not much injured by frequent wettings, because many brushes are used in connection with water. The manufacture of brush backs—usually called 'blocks'—is separate from the process of inserting the bristles or fiber which completes the article. Blocks of standard pattern and regulation sizes are sold to the finishers who complete the articles. More than one hundred kinds of brushes are said to be on the market. Some of them are made of expensive woods, both domestic and foreign, while others are coarse and demand only the most ordinary woods.

Excelsion's chief use is in packing merchandise for shipment. It has largely taken the place of straw for that purpose. It is more elastic than straw and it can be handled more easily. Considerable quantities of excelsion are employed in upholstering, it being a substitute for hair and Spanish moss. It is inferior to both and it has a place only because it is cheap. Indiana cutters of excelsion report as raw material basswood, cottonwood yellow poplar and willow.

Two woods only are 1 sted to material for telephone cabinets, white oak and red oak.

The smallest articles of wood reported in the state are matches. White pine is the only wood used, but in other states basswood, sugar pine, Port Orford cedar and others are worked into matches. A number of requirements must be met before a match wood is wholly satisfactory. It must burn well, and must not retain a glowing ember when the flame expires. Cross grain and other defects which weaken the splint are also not allowable.

The only wooden printing material manufactured in Indiana, according to available data, is the baseblock on which the engraver mounts his halftone cut or zinc etching and which the electrotyper uses to make his plate type high. Cherry alone is reported in the state, but a number of other woods make good blocks. Among such are maple, birch, oak, mahogany and beech. It must be hard enough to hold the small nails which fasten the plates on, and it must be reasonably free from tendency to warp when brought in contact with dampness. Cherry is regarded as the best baseblock wood, but, on account of its high cost, others are substituted.

Pumps, including sucker rods, stocks or logs, handles and buckets are made from oak, ash, yellow poplar and elm in Indiana. Sucker rods must be strong and oak and ash provide material for most of them. The stock or log is bored its whole length with an auger about three inches in diameter. Yellow poplar is preferred, but a number of other woods have been found satisfactory, particularly cucumber and basswood. Well-buckets in this state are of elm, according to the reports of manufacturers.

Rollers for window shades, maps and awnings are of maple and chestnut. The latter is also used for curtain poles. It is customary to make window shade rollers of white pine, with maple plugs inserted to hold the springs which rewind the shade after it has been drawn, but no pine is mentioned in Indiana statistics.

Automatic bowling alleys are constructed of basswood, longleaf pine and white oak, and the pins are of maple. Ordinary bowling alleys are made almost exclusively of maple.

Baseball bats of both white and black ash constitute one of the minor products of the state's wood-using factories. No preference is announced for either wood. Both possess sufficient strength and hardness, and are capable of receiving the necessary polish. Bats for children are of basswood. That wood is too soft, light and weak to withstand the punishment administered to the bat by a professional.

Indiana manufacturers of children's toys produce wagons, carts and wheelbarrows of ash, yellow poplar, oak and maple. The industry in the state is of moderate size. Most wooden toys made in America are planned with the idea of usefulness as well as amusement. In that respect they differ from most of the wooden toys imported from Europe, which are intended for amusement only.

Game boards are made of sycamore, but that wood is only one of a number suitable for these articles. Yellow poplar, basswood, maple, elm, cottonwood and beech are used for this purpose in other states.

Many veneer trunks are made in Indiana and four woods are on the list of material—red gum, basswood, elm and cottonwood. The box of the trunk is of red gum veneer, usually in three plies. This affords much greater strength than is possible with a solid wood frame of equal thickness. The grain of the middle sheet of veneer crosses that of the outside sheets at right angles, constituting what is known as cross-banding. Tendency to split is thus counteracted. The box is covered with canvas, leather or metal and is reinforced with elm or cottonwood slats nailed on the outside. The tray, compartments and drawers are of veneer or thin basswood lumber. Trunk makers select their woods carefully, because they must secure the greatest strength with the minimum of weight.

TABLE 65 MISCELLANEOUS.

	Quantity in					Grown
	annu dly		per	f. o. b.	In Ind.	out of Ind.
Kind of wood	Feb. 2 1, 31,		1.600 ft	factory	Feet b.m.	Feet b.m.
White pire	-1.2650000	15.74	8 49 79	\$ 62,980		1.265,000
Basswood .	1,137 000	14.15	16.60	18,879	125,000	1,012,000
Cottonwood	\$20,000	10.21	11.28	9,250	820,000	
White reh	. 910,000	10.6%	27 80	22.520	750,000	60,000
Red grim	660.000	5 21	25.45	16.500	40,000	620,000
Yellow Ict'sr	634.500	7 (11)	11.95	7.580	111,000	523.500
White oak	460,006	5.72	23, 25	15.310	400,000	60.000
Willow	400 000	4 114	10.60	4,000		400,000
Ped oak	245,000	101	22	11.450	265,000	80.000

Sycamore	265,343	3.30	20.80	5.525	261.343	4.000
Beech	250,000	3.11	14.88	3.720	170,000	80,000
Cherry	200,000	2.49	25.00	5,000	50,000	150,000
Sugar maple	174,000	2.17	26.12	4.545	143,500	30,500
White elm	172,000	2.14	15.09	2.595	122,000	50,000
Longleaf pine	145.600	1.80	25.04	3,673		
						145,000
Hickory	82,500	1.63	36.85	3,040	82,500	
Black ash	61,984	.77	15.91	1/86	61,984	
Shortleaf pine	69,000	.75	19.50	1,170		60,000
Chestnut	50,000	.62	24.00	1,200		50,000
Silver maple	30,000	.37	25.00	750		30,000
Black gum	10,000	.12	22.50	225	10,000	
Black walnut	500	.01	200.00	100	20,000	500
Mahogany	500	.01	200.00	100		500
Circassian walnut	500	.01	200,00	100		500
Rosewood	500	.01	200.00	100		500
Birch	500	.01	200.00	100		500
						000
Total	3.034.827	100.00	\$25.11	\$201,730	3.412.327	4,622,500
			,	, 1 0 470	0,-2-,021	2,022,000

MISCELLANEOUS MANUFACTURERS

APPENDIX

As stated in the introduction, this bulletin considers only the manufacture of finished wooden articles, but not the production of primary products, such as lumber, cooperage and veneer, etc. Statistics on such products which are manufactured directly from logs or bolts were formerly compiled annually by the Census, and for this reason the Forest Service series of state wood-using studies, including the study which secured the data reported in this bulletin, have not included the production of lumber, cooperage, etc. However, in order to make this report complete the latest available figures on the primary industries are here presented. The total for each such industry and the date of the data are shown in Table 66.

### Table 66

	imary Industries of Indiana	
Lumber (1913)	332,993	,000 board feet
Lath (1912)	2,244	,000 pieces
Shingles (1912)		,000 pieces
Slack staves (1911).		,000 staves
Slack heading (1911)		,000 sets
Slack hoops (1911)	62,056	,000 hoops
Veneer (1911)	28,525	,000 feet log scale
Tanning extract (190		.668 tons

A small quantity of tight cooperage was made in the state, but it was too small to be shown separately in the census statistics. There are no pulp mills in the state and no distillation plants. Considerable quantities of railroad ties are undoubtedly cut in the state and also some telephone poles, but available statistics do not show the production of these by states.

Further data showing the amount of each kind of wood used by certain of the above industries are available as follows:

# TABLE 67

AMOUNT OF EACH I	IND OF LUMBE	R PRODUCED IN INDIANA I	N 1913
	Quantity		Quantity
Kind of wood	board feet	Kind of wood	board feet
Oak		Chestnut	758,000
Beech		Tupelo	
Maple		Cottonwood	
Elm		Cypress	
Ash		Birch	161,000
Yellow poplar		Tamarack	
Hickory		Yellow pine	
Red gum		White pine	
Walnut		Cedar	
Basswood		*All other kinds	
Sycamore			
Total			332 993 000

<sup>\*</sup>Includes mahogany, cherry, buckeye, locust, willow, hackberry, butternut, persimmon, and pecan.

It is worthy of note that Indiana stood first in the production of walnut lumber in 1913, cutting one-fourth of the reported production in that year and second in beech, of which Michigan reported 24 per cent and Indiana 15 per cent. The state also ranked third in elm following Wisconsin and Michigan and fourth in ash and sycamore.

### TABLE 68

AMOUNT OF EACH KIND OF WOOD USED IN THE MANUFACTURE OF SLACK STAYES IN 1913

	47	, 20	
	Number of		Number of
Kind of wood		Kind of wood	
Elm			
Red gum		pelo	12,000
Beech		1	
Maple		other kinds	376,000
Cottonwood			
Total			9.805.000

### TABLE 69

AMOUNT OF EACH KIND OF MATERIAL TANNING EXTRA	
Kind of material Oak bark	Number of tons
Total	7 669

# Wood Uses in West Virginia

The Forest Service's report of West Virginia's wood-using industries has been published, this being the thirty-seventh state in the series thus far brought out. The statistics were collected and compiled by J. C. Nellis and John T. Harris, and the printing of the report was done by the state of West Virginia under the terms of the contract between the government and the state. The work of collecting and tabulating the data bears evidence of having been done with thoroughness and care. Unfortunately, as much cannot be said of the printing; for the proof correcting was so poorly done as to be painfully noticeable.

West Virginia lies in the heart of the hardwood region, yet it produces some excellent softwoods, especially spruce which ranks among the finest in the world. Ten softwood species and nearly one hundred hardwoods grow in the state.

The shops and factories use annually about 71,500,000 feet of softwoods and 200,000,000 feet of hardwoods. The leading hardwoods used are the following, named in the order of their importance: White oak, red oak, yellow poplar, hickory, chestnut, beech, sugar maple, and birch. The leading softwoods are hemlock, spruce, longleaf pine, white pine, and shortleaf pine. The total annual consumption by shops and factories in the state amounts to 273,-204,150 feet, valued at \$5,430,746 delivered at factories. That is an average value of \$19.88 per 1,000 feet. The state produces most of the wood demanded by its factories, the home grown supply being 221,448,900 feet and the imports from other states 51,755,280.

Nineteen wood-using industries are carried on in the state and the quantity of wood annually consumed by each is shown in the following table:

### WOOD USING INDUSTRIES

Industry Feet use	ed annually
Planing mill products	23,280,200
Sash, doors, blinds and general millwork	34,810,000
Boxes and crates	23,837,000
Handles	21,456,500
Car construction	15,171,100
Furniture	11,781,550
Vehicles	5,560,000
Mine equipment	3,078,700
Chairs	2,558,000
Fixtures	2,504,500
Machine construction	2,411,750
Tanks and silos	2,163,000
Ship and boat-building	1,614,000
Excelsior	1,255,000
Woodenware and novelties	1,048,500
Caskets and coffins	350,000
Patterns and flasks	240,200
Agricultural instruments	121,150
Miscellaneous	19,963,000

The latest report on lumber output shows that West Virginia sawmills cut 362,025,000 feet of softwood yearly, and 887,534,000 feet of hardwood, a total of 1,249,559,000 feet.

# 1915 Timber Trade in Glasgow



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The Art to the part, the best of the state o

The graph of the state of the control of the state of the state of the state of the country toward the large munition factories which have spring op. However, building operations have been practically suspended wing to the shortage of men, and the increased cost of material. In cars when the building trades have been at their best, the activity of these or against the trades of the state of the state of the country of these or against the trades of the state of the sta

### AND CALL HE DEVOICE OF CO.

The demand for oak boards was fair during the first nine months, I to about the import factor in by later or a cross estimate encount arrived. The natural consequence was that buyers looked to stored stocks to supply their requirements, and these came in for much higher figures than were ever anticipated. Holders of course had the ball at heir feet, and could name any price. There was very little call for prime stock, the principal demand being made for the lower qualities. The arrival of railway oak scantling was much on the same lines as former years, but with regard to wagon planks, consignment parcels If these practically dropped. As usual, large orders for railway cantling were placed toward the end of the year, and in all cases at reatly enhanced prices. With regard to the freighting of these goods, great difficulty has been experienced because shipping agents will not book orders ahead, and this makes a very unsatisfactory method of business. It has therefore been found advisable to book contracts bject to freight room being available.

### 11. . . . .

This wood has companded a ready sale, and the few parcels coming in have been sold at enhanced figures. This class of wood is being largely used in the manufacture of aeroplanes. The other hardwoods call for no special remark.

### Softwoods

Silver pine or West Virginia spruce has arrived in huge consignzents throughout the first half of the year, and in all cases were
quickly disposed of. Many parcels arrived here on contract for
English buyers, and were consigned here in order that they would
get a quicker despatch than if landed at say Liverpool or London,
where the chances of despatch were very far behind. In numerous
cases also the various lots were consigned from here arcect to France,
there to be used for the repairing of aeroplanes. The most suitable
sizes seemed to be 18 ft, and up long, by 8 to 14 inches wide, by 2
and 3 inches thick. Canary white wood or popular lumber has been
well to the fore, although like many of the other softwoods the lower
grading pre-lominated. The demand for ash logs was brisk, and good
prices were of tained owing to the lack of stock. At all times it must

to be read and that the read of the read o

### Programme Wood

Shipments of Oregon pine planks were not very frequent, and there were no cargo arrivals of logs or planks such as have been the case for many years past. Oregon pine deek planks arrived pretty regularly during the first six months, but the demand for the second part of the year has been practically nil. Oregon pine logs were in great demand the beginning of the year for admiralty requirements, with the result that there is practically no stock now on the Clyde. There has been no import of California redwood, the stocks imported during 1914 being sufficient to cope with the demand although any planks coming in would have been quickly absorbed. Clear sugar pine sidings have been slow of sale, and there was practically no import owing to the high cost of import which is very detrimental to the consumption. California pine boards were in fair request, but the chief selling size was 12-inch and 54 inch. The stock of 7%-inch thick is still fairly heavy, and will supply this market's needs for some time to come. The demand for California pine sidings has been limited.

### CANADIAN WOOD

The one item in the timber trade which has displayed real activity has been spruce deals. Right from the beginning of the year till the close, the demand has continued active. This demand has emanated largely from government encluries. During the earlier part of the year there was a huge import of spruce from Canada to this port, but quite a large proportion was immediately loaded into wagons, and despatched to different parts of England and Wales for the construction of huts etc. This was accounted for by the fact that Liverpool was so congested, and great delay occurred in the discharge of the cargoes. This import, however, ceased toward the middle of the year, and correspondingly the import dropped off. Notwithstanding this, however, the import has been much above the average, and during the past four months the wharfage accommodation has been taxed to its uttermost. Numerous vessels arrived both from Canadian ports and Archangel, and the storage space was filled up in no time, as was also additional storage ground which was opened. Selling from the quay has practically been done away with, because it was found impossible to keep pace with the arrivals owing to the shortage of labor and transport facilities. Never before has such a state of affairs been known to exist.

Boxmakers have been exceptionally busy throughout the year, and orders from that quarter show no sign of slackening. The chief difficulty has been the selling of the goods owing to the prices. Buyers always put off and off purchasing, always in the hope that prices would ease later, but contentions in that direction always proved failures. Prices all along have moved upward, and at present have reached limits unheard of. The chief difficulty has been the question of freight, and at present the freight asked for shipments is just about the same as the f. o. b. value of the goods. Just now very little

stock remains in first hands, and it would seem as if there would certainly be a decided scarcity. Scantling sizes are certainly not to be found in the market at present. Shippers are reminded that a long average length, and a good percentage of 11 inch and broader is always a good incentive to buyers, and good prices can usually be had for such a specification.

The import of birch planks has been moderate, and at times a scarcity has been felt. Values have advanced very materially, and shipments now command high figures. Consignment parcels will certainly do well.

With an inadequate supply of planks, buyers turned their attention to logs, and even though it was thought that the import of logs was excessive at the middle of the year, the demand sprung up later on, and the large shipments were cleared out.

A fair quantity of pine deals has been coming in throughout the season although first quality was conspicuous by its absence. The largest business was confined to second and third qualities, the latter predominating. As the season advanced so did the prices, and at present thirds only can be had at a little less than was previously paid for the firsts.

Several cargoes of Quebec timber arrived throughout the season, although not to the same extent as in former years. With shipbuilding demands practically nil little enquiry has been made for waney boardwood. Elm has sold well, and record prices have been paid. The present Quebec trade is now only a mere shadow of what it once was.

A unique feature which has characterized the whole of the British market has been the import of pitch pine railway sleepers or ties, as they are commonly known. They are taking the place of Norwegian and Swedish sleepers, and there has also been an import of California redwood ties although it is understood that the pitch pine has found most favor. The suitable size for the British railways is 9 feet by 10 inches by 5 inches.

### EXCHANGE

A troublesome feature during the past few months has been the course of exchange for bills between this country and the states. An occasional drop had occurred in past months, but recently it became a serious factor to be reckoned with. When it fell to \$4.55, and remained so for a few days, things looked serious, and it was then looked for as to how best money could be remitted. At present there has been a substantial improvement and standing at \$4.70 it is to be hoped the improvement may continue.

### FREIGHT SITUATION

The altogether dominating factor during 1915 has been the question of freight rates. They have now reached a level such as has never been previously heard of, and it is difficult to say whether they have yet reached their top water mark. It would almost seem as if they had an aviator's license, and could soar to any height. In some cases the rate charged to forward the goods is more than the f. o. b. value of them. Shipowners are not at all inclined to charter for timber as long as they have such a varied choice. Of course, with the large withdrawals from the mercantile service made by the government for the transportation of goods, troops and the multifarious other duties in connection with the war, not to mention auxiliary cruisers fitted up for patrol work, it was only to be expected that a rise in freights was inevitable. However, the general feeling is that they have risen far and beyond what they ought to have done. In addition to the numerous withdrawals, it must be borne in mind that no new additions are taking place even to supplant the numerous vessels which have been sunk, hence the cause of the great scarcity of tonnage. All vessels on stocks at the outbreak of war were taken over by the government, and in many cases alterations were made to equip them for naval service. A feature of the present shipping trade is the number of sailing vessels now trading on the seas as compared with say a year ago. The freights for these small vessels are as high as the ordinary and quite a large number have arrived in this port principally from Canada with deals.

### GENERAL OUTLOOK

As regards the general outlook it is hazardous to express an opinion, so many events having occurred which could not possibly have been

anticipated that it is not unreasonable to suppose equally remarkable conditions may happen in 1916. If anyone had at this time last year ventured the opinion that spruce deals would have attained the present level of prices, he would have elicited derision. Of course, it must be borne in mind that the present values can hardly be maintained beyond the duration of the war, as in many cases the demand is only temporary, owing to the numerous government orders on hand. Freights would not probably immediately collapse, but the present abnormal consumption certainly would, and naturally buyers will purchase as little as possible. Certainly contracting for delivery during the coming season promises to be much more than ordinarily speculative from a freight standpoint as many of the present rates represent much more than the free on board cost of the timber.

# Reclassification Would Be Serious for Wisconsin

At a special meeting of members of the Northern Hemlock and Hardwood Manufacturers' Association, held at Hotel Pfister, Milwaukee, Thursday, January 27, to consider the rate question in more detail than it had been discussed at the annual meeting on the previous day, the members present went on record as opposing any readjustment of existing rates on logs, lumber or any line of forest products.

A resolution was passed declaring that the association is not in favor of supporting the movement headed by J. N. Tittemore, which aims to bring about a readjustment of rates, if the result would be a change in the present commodity rates and an increase in the rates on logs, lumber or any line of forest products. In fact, most of the time was taken up with a discussion of the stand which the Northern Hemlock and Hardwood Manufacturers' Association would take in regard to the much-talked-of case brought by Tittemore to bring about a readjustment of class rates on a mileage basis.

The lumbermen present expressed themselves in no uncertain terms against any proposed change in the present situation, preferring to leave undisturbed the existing status quo. W. A. Holt, Oconto, Wis., declared that any readjustment which would bring about an advance in lumber rates would result in the annihilation of the lumber interests of Wisconsin. This sentiment was expressed by every member present. The members of the Northern Hemlock and Hardwood Manufacturers' Association do not want to become involved in any class rate case that may eventually result in a change in the commodity rates and a probable advance, causing no end of complications.

Following the passage of a resolution to this effect, Chairman A. L. Osborn appointed the following six members who will aid the transportation bureau of the association, paying particular attention to the Tittemore case, or any case that may tend to disturb existing rates: M. P. McCullough, Schofield; W. R. McCall, Tomah; H. W. Moore, Fond du Lac; R. B. Goodman, Goodman; F. D. Lake, Menasha, and Mr. Caswell, representing the tanning interests.

The newly appointed members will work with the transportation committee, made up of the following: H. H. Heineman, Merrill; W. A. Holt, Oconto; J. S. Weideman, Trout Creek, Mich.; Louis Anderson, Calderwood, Mich., and C. C. Collins, Madison, Wis.

# Payment of Wages to Workmen

Under the South Carolina statute which prescribes a penalty for failure to pay the wages of laborers at the end of the month or week in which the labor was performed, according to whether payments are regularly made monthly or weekly, the penalty is recoverable for failure to pay at the end of every two weeks, where an employer makes fortnightly payment. (South Carolina supreme court, Trammell vs. Victor Manufacturing Company, 86 Southeastern Reporter, 1057.) The law enacted in Louisiana in 1914, requiring manufacturers who employ ten or more persons to pay them in full at least every two weeks, and making it a misdemeanor to fail to do so, is not unconstitutional as being unjustly discriminatory against manufacturers of ten or more men. (Louisiana supreme court, State vs. Cullom, 70 Southern Reporter, 338.)



# Pertinent Legal Findings



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Buyer's Right to Deduct Lie . " Rate

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Visite of the property of detailers stower to a contenant your near of rate at larverting it to Malwackee, W. (1) (1) Million of the when his own order to · · crte the grounds that it the ear had moved had to Milw. kee will have been tre that it 1 15 111 content of the viercus car shipment most at 100 00 1.1 100 the two rate the rate from that point to Mission go rate. We were cover adds for every final destination and the order did not mention anything that would : dicate anything other than that Chicago was the final destination; corsequently we only protected rate to that point. The consignee controls that it smooth as we have organizes at rout  $\Lambda$  we should have the set  $\Gamma$  on there because the rate true there to Milwankee is the same as to Chicago, but Milwankee never having been mentioned to us in this case we made shipment from point B where we can the stock wanted and from where we could protect the Chicago rate in accordance with the order. The amount involved is only \$13,90, but before establishing a precedent by allowing it after being in the lumber business thirty years we would like your opinion as to whether we are responsible for this freight or the consignees of the

Answer .- On the facts stated, I am clearly of the opinion that the consignees have no right to deduct on account of the rate to Milwaukee over Chicago. I rest my opinion on the fact that the lumber was sold f. o. b. Chicago as the apparent final destination.

A contract of sale, like every other agreement, must be interpreted in the light of the mutual understanding of the parties, and here the contract was plainly for delivery at Chicago, and the buyer is just as much liable for the extra expense of diverting the shipment from Chicago to Milwaukee, after delivery was made to him in Chicago, as he would have been for reshipment abroad.

If, however, it was agreed that the consignees were to be held directly or indirectly liable for the freight charges from the place of shipment to Chicago, it is to be presumed, in the absence of mutual understanding to the contrary, that the shipment would not be made from any joint more remote from Chicago than the seller's place of business, to which the order was addressed. If the seller stands the freight charges to the place of delivery, it is of no concern to the buyer whence the shipment is made, so long as the lumber is delivered within the agreed time and is of the contract grade. But if the buyer is to bear the charges directly or indirectly he is entitled to assume, in the absence of agreement to the contrary, that those charges will not exceed the rate from the seller's place of business or from the place where it is mutually understood the lumber is to be loaded for shipment. If the seller enhances the cost of the lumber to the buyer by shipping from a point not mutually contemplated by the parties, the seller must bear the excess of the rate over what the freight would have been had shipment been made from a joint contemplated by the parties when the contract was entered into.

### Receivers for Lumber Companies

A creditor of an insolvent lumber company is entitled to have a receiver for it appointed on proof of mismanagement of the affairs of the company, endangering plaintiff's claim. Louisiana supreme court, American Lumber Company vs. Day Brick & Lumber Company, 69 Southern Reporter, 853.)

# Time for Removing Timber Purchased

Under a conveyance of timber, to be removed by the purchaser "as expeditiously as possible," on condition that unless the timber should be removed within fifteen years the buyer should pay taxes on the land until removal, he was not entitled to the full fifteen years in which to remedie. And consistence to the continuous sould to a third party, the time must be measured by the capacity of the original purchaser to remove the timber "as expeditiously as possible," rather than by the assignee's capacity. (Arkansas supreme court, Louis Werner Sawmill Company vs. Sessoms, 179 Southwestern Reporter, 185.)

### Logging Contractor's Lien

A contractor who cut, hauled and rafted logs for a lumber company was held by the supreme court of North Carolina to be entitled to a lien upon the logs for personal labor under the first of the following quoted laws of the state, and as a contractor under the second: "Every person doing the work of cutting and sawing logs into lumber, getting out wood pulp, acid wood, or tanbark, shall have a lien upon the \* \* \* lumber for the amount of wages due them, and the said liens shall have priority over all other claims or liens upon said lumber, except as against a purchaser for full value and without notice thereof."

"Every building built, rebuilt, repaired or improved, together with the necessary lots on which such buildings may be situated, and every lot, farm or vessel, or any kind of property, " " not herein enumerated, shall be subject to a lien for the payment of all debts contracted for work done on the same, or material furnished." (Thomas vs. Merrill, 86 Southeastern Reporter 595,)

### Loss of Undelivered Lumber

In law there is an important distinction to be drawn between passing of title to lumber sold and its actual delivery; both are often concurrent, but passing of title may precede actual delivery. The importance of the distinction is illustrated by a recent case passed upon by the Michigan supreme court-Germaine vs. Loud, 155 Northwestern Reporter, 373.

There was a contract for the purchase of certain lumber. The buyer made an advancement upon the price. The lumber burned. The buyer sued to recover his advancement. The seller claimed that the title to the lumber had passed to the buyer, and asked for a judgment for the balance of the purchase price. In affirming judgment in defendant's favor on the ground that the evidence showed that title had passed to the buyer according to mutual understanding, the court said:

Unless the partic to a centract or the sale of personal property, not paid for and not deliver deliver deliver specific live agreed that the fifth thereto shall or shall not pass, the question whether fifth has passed to the buyer as one of intention, to be gathered them all the circumstances attending the bargain. It is a question of fact, to be answered by construction of whatever agreement was made.

### Rights in Floating Logs

In lately deciding that an owner of logs was not liable for entering private land to release logs which had lodged against an abutment in floating down a stream, where no appreciable damage resulted to the owner of the land, the Maine supreme judicial court said:

owner of the land, the Maine supreme judicial court said:

The stream, as we have seen, i floatable, and as such may lawfully be used as a public highway upon which to float logs. The riparlan owner owner of land beedering stream, i.e., has the right to the use and enjoyment of his property. But the rights of the public to use a floatable stream and those of the riparlan owner to use his land are both to be used with a proper regard for the existence and preservation of the other. The riparlan owner's use and enjoyment of his property adiacent to a floatable stream is in a sense subject to the use of such stream by the public for the floating of logs, if reasonably exercised. He is bound in the use of his property not to obstruct the reasonable use of the stream for such purpose. The 2 dray reasonable was of the stream for such purpose. The property of the riparlan owner. If these respective rights are so exercised then no ubstantial probid or meonyonicace will result.

Here then is a case, in the mest favorable view for the plaintiff, where a log in its passage down a floatable stream, without fault of the driver, is caught on the edge of the riparlan owner's property, and the driver casually and from incidental necessity enters upon such property and releases the log, doing no appreciable damage. For such an act does an action for trespass lie? We think not. (Clark vs. Gilman, 95 Atlantic Reporter, 1002.)

# Authority of Corporate Representatives

Power of a representative of a lumber company to agree to a modification of a contract for cutting and hauling logs may be inferred from the fact that he previously exercised such authority and that his acts were ratified by the company.



## Furniture Industry in United States



Tables have been compiled by the United States Forest Service showing in detail the extent of the furniture industry in this country. Statistics covering one year are compiled from two viewpoints, first, the kinds and amounts of the woods used; second, the size of the industry in the various States. The following table deals with the matter from the standpoint of the woods used:

WOODS USED FOR PURNITURE IN UNITED STATES.

Kind of wood	Quantity used annually +Ft. b. m.)	Per	Average cost per 1000 ft.	Total cost
Oak		45,63		factory
Red Gum	101 S66 767	10.78	\$34,11 20,15	814,704,675,58 2,052,423,40
Maple	$\sim 87.571.456$	9.27	26.17	2,291,852,90
		5.79	25.02	1.367.919.24
Yellow poplar	53,374,580	5.65	24.29	1,296,715,65
Birch Yellow poplar Chestnut Basswood Beech Yellow pine Ash	22 1.10 970	$\frac{4.73}{3.51}$	$\frac{20.70}{26.13}$	926,042.00
Reech	91 163 904	2.24	19.74	\$66,132.43 417,719,11
Yellow pine	18.926,400	2.00	15.69	417,712.11 296,916.90
Ash	15,668,588	1.66	27.21 133.91	$\begin{array}{c} 256,316.90\\ 426,270.56\\ 2,093,930.08\\ 297,796.79\\ 276,042.16 \end{array}$
Mahogany	15,637,125	1.66	133.91	2,093,930.08
Dougles fir	11.257.700	$\frac{1.29}{1.21}$	24.50 24.24	297,796.79
White pine	9.332.808	.99	25,33	236,379.80
Mahogany Elm Douglas fir White pine Hemlock	7,053,446	.75	13.38	94,347 50
Cottonwood	5,158,309	.55	22.48	115,964,00
Cottonwood Cypress Tupelo	3,477,500	.37	18.01	62,619.00
Spruce	$\begin{array}{ccc} 2,900,100 \\ 2,270,500 \end{array}$	.31 .24	22.32 26.06	64,735,00 59,170,36
Codes		.20	57,60	106,919,20
Western yellow pine Black walnut Sycamore	1,806,985	.19	25,00	45 178 56
Black walnut	1.689.957	.15	109.90	185,732.02 35,381.66
Hickory	1,474,882	.16	$\frac{23.99}{16.70}$	35,381,66 14,086,00
Red alder	792,500	.05	57.75	21,967,00
Cherry	622.530	.07	$\frac{27.72}{51.15}$	31.842.58
Lignum-vitae Butternut	593,663	,06	76.85	45,625,00
Butternut	593,500	.06	39.20	23,263,00
Magnolia	477,100 $459,040$	.05	$\frac{17.05}{312.85}$	\$,135,00 141,420,00
Circassian walnut Buckeye	452,040 415,000	.04	23.52	9,760,00
Sugar pine	375,510	.04	47.13	17,695,03
Sugar pine Redwood Padouk	355,250 230,100	.04 .02	$\frac{32.55}{146.57}$	11,564.10
Larch	154,000	.02	14.42	33,725,00 2,220,00
Hackberry	70,000	.01	17.00	1,190,00
Hackberry Prima vera	67,500	.01	175.04	11,185.00
Willow	40,000	8 0	15.00	600,00
Japanese coder	35,000		$\frac{32.14}{12.00}$	1,125.00 360.00
Japanese cedar Satinwood	22,070	τ.	224.83	4 962,00
Cucumber	16,000		53.75	860,00
Rosewood	15,280 15,000	*	53.75 393.20 17.50	6,010.00
Hornbeam	13,600		70.22	262,50 955,00
Sassafras	12,000	13.	32.00	384,00
Sassafras Haw	9,900		15.15	150,00
Eucalyptus Ebony Sen	5,500 5,450	¥ .	250.91	1,380,00 1,933,00
Son EDOBY	5,000	**	354.68 50,00	12.774.4364
African walnut	4,330	*	181.76	787,00
Mesquite	3,000	*	16.00	48,00
Red fir	2,500	* *	22.00	55.00
African walnut Mesquite Red fir Spanish cedar Locust	$\begin{array}{c} 2,500 \\ 2,000 \end{array}$	8	$80,00 \\ 15,00$	200,00 30,00
Tonquin	2,000	- 01	300.00	600.00
Teak	1 690	*	167.96	283,85
Australian plumwood .	1,500	: :::	275,33	413,00
Australian plumwood Madagascar tulip Camphorwood	1,500 1,000		$\frac{180.00}{225.00}$	$\frac{270,00}{225,00}$
Kalmia	1,000		40,00	40.00
Camphorwood Kalmia Lodgepole pine Osage orange Amaranth Applewood Catalpa China tree	1,000		20.00	20,00
Osage orange	1,000	*	12.50	12.50
Annlawood	750	*	$\frac{400.00}{20.00}$	300,00 10,00
Catalpa	500	201	25,00	12.50
China tree	500	28	25.00	$12.50 \\ 12.50$
Доа	500		200,00	100.00
Sumac Mulberry	500 250	*	$\frac{80.00}{20.00}$	40,00 5,00
Holly			100.00	10.00
Total	944,677,807	100.00	\$30.40	\$28,717,873.46

<sup>\*</sup>Less than 1/100 of 1 per cent.

The commanding position occupied by oak stands out prominently. Its total amount falls only a little short of that of the seventy other woods combined, and the total annual sum paid for this oak is greater than that paid for all the other woods. Oak is so far above any other in the place it fills that there is scarcely room for comparison. Its total is more than four times that of its nearest competitor, which is red gum. The lumber grouped as oak consists of many species, perhaps as many as thirty. Among these are white oaks, like post oak, cow oak, overcup, bur, chestnut oak, swamp white oak, and the common white oak. The red oaks are as numerous and

among them are found the common northern red oak, the southern of Texan red oak, scarlet, yellow, Spanish, and pin oak, and others of minor importance.

The important place occupied in the furniture business by red gum will prove a surprise to many persons who have not followed that wood's rapid advance to the front.

Black walnut is the only American wood costing over \$100 at the factory. Holly costs an even \$100; and there are seventeen foreign woods going above that figure.

The use of woods in the manufacture of furniture within the various states is shown in the table which follows:

WOOD USED BY STATES FOR FURNITURE

	Quantity used	Average	Total cost
State	annually ft. b. m.	cost per 1.000 ft.	f. o. b. factory
North Carolina		823.65	
Illinois		38.02	\$ 2,372,691.0 <b>7</b> 3,990,648.0 <b>0</b>
New York		41.04	4.286,194.00
Indiana		29,05	2,892,482,00
Michigan		41.13	3,351,181.00
Pennsylvania		35.24	2,078,971.00
Wisconsin		25.22	1,229,660.00
Ohio		36.91	1.521.688.00
Tennessee		22.34	877,221.00
Massachusetts		31.60	661,630.50
Missouri		27.63	560,833.00
Virginia	20,207,800	22.13	447,244.90
Kentucky		29.62	518,758.00
Maryland	. 16,486,675	30.14	496,949.00
Georgia		19.22	312,470.00
Arkansas		24.90	382,735.00
West Virginia		27.46	323,490.00
Mississippi		13.44	138,110.00
Minnesota		28,59	282,373.00
Vermont		27.29	239,572.79
Louisiana		12.65	106,193.50
Oregon	. 7,975,250	31.40	250,419.25
California		$\frac{34.76}{17.92}$	252,134.00 126,501.00
Texas		36.06	235,667.00
Washington		32.16	201,561.00
Kansas		25.26	150,167,00
New Hampshire		21.42	98,530,50
Maine		23.04	86,742.00
New Jersey		40.14	117,048.00
Alabama		13.90	26.048.00
South Carolina		13.46	20,435.00
Connecticut		55.93	27,364.95
Nebraska		36.15	8,675.00
District of Columbia		57.29	5,608.00
Colorado		58.23	4,012.00
Nevada		56.23	2,743.00
North Dakota and South Dakot		59.18	1,815.00
New Mexico		51.17	1,535.00
Montana		70.54	1,975.00
Idaho		47.02	710.00 $229.00$
Wyoming	5,200	44.04	229.00
All other: Oklahoma, Utah, Delaware and	d		
Rhode Island		30.44	26,858.00
naude Island	. 314,000	30.11	20,393,00
Total	.944,677,807	\$30.40	\$28,717,873.46

The average prices paid for furniture in the various states present an interesting problem. Montana pays most, Louisiana least. The freight problem occupies a prominent place in fixing the prices paid for lumber at furniture factories. Montana has little within its own borders that it can use; Louisiana imports little from the outside. A study of the figures of the two foregoing tables will furnish much food for thought on prices, freight, kinds of wood, and the influence of the locality or region upon the furniture industry.

### Canadian Lumber Received

Exports of forest products from Ottawa, Canada, into United States were worth \$288,129 more in 1915 than in the year before. Following are the principal items of such imports:

Rough lumber		 73,463,359 feet
Dressed lumber		 9.734.874
Tongued and groove	d	 42,303 "
Lath		 35,780,250 pounds
Pickets		 6,349,500 pieces
Shingles		 7,393,000 "

The invoice value of these imports totaled \$2,234,357. Similar imports from the province of Quebec follow:

Lumber	 43,978,000 feet
Lath	 134,736,336 pounds
Pulpwood	292,906 cords

## Interesting Traffic Developments

the control of the control of the Book of the Blook Central and other carriers. The Padueah commercial organization of the control of the Book of the

the Lagrangian Paragraph shows the properties

2. The rates to Paducah are shown to be unjustly descriminatory to the first to Carry. The new part (1978) are required to estillish joint rates to Paducah via either Cairo. Ill., or Memphos, very the reverse of the first section of another or manufactor Cairo. Findings in Paducah Board of Trade v. I. C. R. R. Co., 29 I. C. C., 583, affirmed.

This group to the was a correct despete the hour of get rank by Charles Rixey, Jr., who headed the large body of carriers' counsel.

Commissioner Meyer, in interpreting the commission's findings, goes into the questions involved with more than the usual detail. The following brief extracts contain his most important comment:

The correspondence in the present case is what or a proportion ranks to repair the defendants to estemble the 2 toutes and joint rates to Padu characteristic. In a previous use we had that the Memplis route was the natural relate for the powerful of the strate, cut as the could not contain a prayer for the coverage relates we did not require their establishment. The defendants carnestly insist not only that the Memplis route is an unnatural one but that the commission could not lawfully establish through routes and joint rates via that route. The latter content on is besed on that portion of section 15 of the act to regulate commerce which provides that the commission, in establishing a through route, shall not require any carrier, without its consent, to embrace therein substantially less than the entire length of its railroad lying between the termini of the through route unless to do so would make such through route unreasonably long as compared with another practicable route.

Three routes for hauling lumber from the points of origin to Paducah were discussed by the witnesses—the Bird's Peint route, the Thebes route, and the Memphis route.

Until somewhat more than two years ago the Iron Mountain and the St. Louis Southwestern handled their traffic from the southwest through Bird's Point, Mo., from which a car ferry was operated to Cairo. "incline" connected the tracks of the rail lines with the car ferry. More than two years ago this incline was washed away, and since that time these carriers have been unable, even with the assistance of government engineers, to find a point on the west bank of the river in this vicinity at which a similar incline can be permanently located. They therefore haul the traffic via Illmo, Mo., and Thebes, Ill., thence a distance of 28 miles over the tracks of the Chicago & Eastern Illinois Railroad and the Illinois Central Railread to Cairo. The distances via the Bird's Point route are approximately 30 miles less than the distance via Thebes, and the defendants insist that in determining the reasonableness or unreasonableness of the Memphis route the distances via Memphis should be compared with the distances via Bird's Point. There can be no question, however, of the Impropriety of measuring distances over a route which has been closed for more than two years, especially since there is no prospect of its being reopened in the immediate future

In the previous report we held that the distances to Padmah via Cairo are so much greater than the distances via Memphis that "the natural route from the points west of the Mississippi here involved is via Memphis rather than via Cairo." Nothing appears in the present record to convince us that that finding should be medified

Paducah is situated on the south bank of the Chio river 42 miles east of Cairo. Its population is about 25,000. There are a number of manuscript and acceler? The cairon of the continuous with a number the cairon of the cairon of the Mississippi river and the Chio river. Both Paducah and Cairo of the Mississippi river and the Chio river. Both Paducah and Cairo of the mississippi river are the Chio river. Both Paducah and Cairo of the mississippi river. Most of the mississippi river are the cairon of the mississippi river. Most of the cairon of the cairon of the cairon and the Paducah rates are made by Paducah rates are made by

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the first control of the control of the present of the first control of the first companies have recently moved their plants from Paducah to Cairo because of the more favorable rates to the latter point.

We added to our tenter trade, that the defendants unduly discriminate against Paducah to the undue preference and advantage of Cairo by the maintenance of their present rates on logs and lumber from the producing polyts here involved.

Quite centroly to expect the The Legisia Vencer and Lumber Company, Indianapolis, failed to establish its claims in a case brought against the St. Louis Iron Mountain & Southern and the other carriers reaching into the hardwood belt of Arkansas. The commission found that the rate of 20 cents per 100 pounds for the transportation of logs in carloads from Haynes, Ark., to Indianapolis, Ind., and rate of 23 cents per 100 pounds from McGehee, Ark., to Indianapolis, were not shown to have been unreasonable.

As a result the complaint of the Indiana company was dismissed. At the same time the commission denied authority to continue rates on logs in carloads from Snow Lake, Ark., to St. Louis, Mo., which are lower than those concurrently applicable on like traffic from Haynes, Ark., and other intermediate points; and from Arkansas City, Ark., to St. Louis, Mo., and East St. Louis and Thebes, Ill., which are lower than those concurrently applicable on like traffic from McGehec, Ark., and other intermediate points.

Other opinions handed down during the past two weeks with their respective docket numbers follow:

No. 6527. Elm City Lumber Company, New Bern, N. C., versus the Atlantic Coast Line Railroad. The commission held that reparation should be awarded on account of an unreasonable rate charged for the transportation of a carload of lumber from Spring Hope, N. C., to Yardley, Pa.

No. 7265. H. C. Hossafous, Dayton, O., versus the Pittsburgh, Cincinnati, Chicago & St. Louis. The commission held that the rate charged for the transportation of two carloads of logs from Cambridge City, Ind., to Dayton, Ohio, is unreasonable. Reparation was awarded.

No. 7545. M. H. Bekkedal, Westhy, Wis., versus the Chicago, St. Paul, Minneapolis & Omaha. The commission held that the rate of 17½ cents per 100 pounds for the movement of lumber in carloads, interstate, from Couderay, Wis., to Boscobel and other points in Wisconsin, is unreasonable. Reasonable rates for the future were established and reparation was awarded.

No. 7551. Bradley Tieder and Railway Supply Company, Duluth, Minn., versus the Canadian Northern. The commission held that the rate of 27 cents per 100 pounds for the transportation of a carload of lumber from Beaudette, Minn., to Vincennes, Ind., is unreasonable. The complaint was dismissed.

No. 7824. Standard Lumber Company, Birmingham, Ala., versus the Atlanta & West Point. The commission held that denurrage in the sum of \$8 on a carload of humber shipped from Noma, Fla., to West Point, Ga., not found to have been collected unlawfully. The complaint was dismissed.

Oral argument in the important case of the Wisconsin-Arkansas Lumber Company versus the St. Louis, Iron Mountain & Southern will be held in Washington, March 10. The case of the Whiteville Lumber Company versus the Atlantic Coast Line will be argued March 7.



## Use of Birch by Manufacturers



The Forest Service has condensed in tabular form the figures from all parts of the United States showing the annual employment of birch for manufacturing purposes in the various industries which use wood as raw material. Forty-eight industries are included and that may be accepted as practically complete for the whole country. The table which follows lists the industries separately and shows how much birch each consumes in the operations covering one year, and the average price paid for the wood delivered at the factory:

USE OF BIRCH IN UNITED STATES BY VARIOUS INDUSTRIES

Industry   Feet   Per cent 1,000 ft.   Factory   P. M. P. S. D. & B. and general mill work   133,867,989   27,80   \$26,86   \$3,596,218,11   \$1.306,273.80   \$18.86   \$4.35   \$1.306,273.80   \$18.80   \$14.35   \$1.306,273.80   \$18.80   \$14.35   \$1.306,273.80   \$18.80   \$14.35   \$1.306,273.80   \$18.80   \$14.35   \$1.306,273.80   \$18.80   \$14.35   \$1.306,273.80   \$18.80   \$14.35   \$1.306,273.80   \$18.80   \$14.35   \$1.306,273.80   \$18.80   \$14.35   \$1.306,273.80	( 22 1	Quantity used		Average	Total cost
Industry   P. M. P. N. D. & B. and   general mill work   133,867,989   27,80   \$26,86   \$3,596,248,11   80xes and crates   90,787,900   18,86   14,39   1,306,273,80   Furniture   54,677,450   11,36   25,02   1,367,919,24   Shuttles, spools and bobbites, spools and bob   33,192,000   6,89   22,00   730,229,00   10,100,000   10,000	,				
P. M. P., S. D. & R. and general mill works	Industry		Per cent		
general mill work         133,867,989         27,80         \$26,86         \$3,596,248,11           Boxes and crates         90,787,900         18,86         14,339         1,366,273,80           Furniture         54,677,450         11,36         25,02         1,367,919,24           Shuttles, spools and bobbins         33,192,000         6,89         22,00         730,229,00           Woodenware, novelties and D. P. & A supplies         29,547,890         6,14         15,87         468,861,00           Fixtures         15,255,129         3,17         40,87         623,550,16         61,44           Vebicles and vehicle parts         14,227,125         2.95         28,66         353,950,12         40,87         623,550,16         10,832,86           Instruments, musical         12,349,055         2.95         28,66         353,950,12         40,87         623,550,16         11,702         138,697,50         20,6         16,80         160,479,40         20,8         20,9         15,50         22,50         28,66         353,950,12         35,75,00         17,702         138,697,50         21,77         17,80         103,765,00         20,20         20,20         103,765,00         20,20         20,20         103,765,00         20,20         20,20	PMPSD&Band	100000000000000000000000000000000000000		2,	
Boxes and crates.         90,787,900         18.86         14.33         1,306,273,80           Shuttles, spools and bobbins         33,192,000         6.89         22.00         730,229,00           Chairs and chair stock.         30,114,332         6.25         21.12         636,106,90           Woodenware, novelties and D. P. & A supplies.         29,547,890         6.14         15.87         468,861,00           Fixtures         15,255,119         3.17         40.87         623,550,16         90           Vehicles and vehicle parts         14,227,125         2.95         44.39         631,503,86         18,305,50,12         18,667,500         16,60         166,479,40         160         166,479,40         160         166,479,40         160         166,479,40         160         166,479,40         160         166,479,40         160         166,479,40         160         166,479,40         160         166,479,40         160         166,479,40         160         166,479,40         160         166,479,40         160         166,479,40         160         166,479,40         160         166,479,40         170         24,40         170         18,565,50         171,124,50         170         170,40         170,40         170         170,40         170,40	general mill work	133.867.989	27.80	\$26.86	\$ 3.596.248.11
Furniture         54,677,450         11.36         25.02         1,367,919.24           Sbuttles, spools and bobbins         33,192,000         6.89         22.00         730,229.00           Woodenware, novelties and D. P. & A. supplies         29,547,890         6.14         15.87         468,861.00           Fixtures         15,255,129         3.17         40.87         622,550.16         623,550.16           Vebicles and vehicle parts         14,227,125         2.95         28.66         353,950.12         140,87         623,550.16         623,550.16         161,950.28         61,950.28         61,950.28         61,950.28         61,950.28         61,950.28         61,950.28         61,950.28         61,950.28         62,66         353,950.12         61,950.28         62,950.29         62,950.29         63,968.28         63,968.28         63,968.28         63,968.28         63,968.28         63,968.28         63,968.28         63,968.28		90.787.900			
Shuttles, spools and bobbins					
Display					
Chairs and chair stock		33.192.000	6.89	22 00	730,229.00
Woodenware, novelties and D. P. & A. supplies.   29.547,890   6.14   15.87   468,861.00   Fixtures   15.255,129   3.17   40.87   623,550.160   Vehicles and vehicle parts   14.227,125   2.95   44.39   631,592,86   Instruments, musical   12.349,055   2.59   28.66   353,950.12   Handles   9,908,250   2.06   16.80   1664,79.40   Dowels   1.68   140,000   1.69   17.02   138,697,50   Boot and shoe findings   7,483,000   1.55   15.65   117,124,50   Car construction   5,830,429   1.21   17.80   103,765.00   Agricultural implements   4,704,000   .98   25.48   119,855.000   Agricultural implements   4,704,000   .98   25.48   119,855.000   Matches and toothpicks   3,628,106   .75   21.77   78,982.00   Matches and toothpicks   3,575,000   .74   27,77   99,275.00   Matches and toothpicks   3,133,700   .65   20.31   63,444.40   Flumbers' woodwork   2,404,500   .50   29.26   70,355.00   Rrushes   1,913,000   .40   17.90   34,237.25   Instruments, professional and scientific   1,062,050   22   24.47   25,985.00   Sporting and athletic goods     1,062,050   22   24.47   25,985.00   Sporting and athletic goods     1,062,050   14   18.11   12,225.00   Machinery and apparatus   675,000   14   18.11   12,225.00   Machiner construction   470,406   10   18.93   8,905.00   Machine construction   470,406   10   10   10   10   10   10   10				21.12	636,106.90
D. P. & A. supplies   29,547,890   6.14   15.87   468,861.00   Vehicles and vehicle parts   14,227,125   2.95   44.39   631,550.16   15.255.129   3.17   40.87   623,550.16   15.251.28   15.251.28   15.251.28   15.251.28   15.251.28   15.251.28   15.251.28   166,479.40   169   17.02   13.697.50   169   17.02   13.697.50   15.251.28   17.124.50   17.251.28   17.25					
Fixtures			6.14	15.87	468,861.00
Vehicles and vehicle parts         14,227,125         2,95         44,39         631,592,86           Instruments, musical         12,349,055         2,59         28,66         353,950,12           Boot and shoe findings         7,483,000         1,69         17,02         138,697,50           Car construction         5,830,429         1,21         17,80         103,765,00           Agricultural implements         4,704,000         98         25,48         119,853,00           Laundry appliances         3,876,500         81         14,70         56,968,28           Refrigerators and kitchen cabinets         3,628,106         .75         21,77         78,982,00           Matches and toothpicks         3,575,000         .74         27,77         99,275,00           Frames and mouding, picture         3,133,700         .65         36,65         114,860,00           Toys         3,123,950         .65         20,31         63,444,40           Plumbers woodwork         2,404,500         .50         29,26         70,355,00           Brushes         1,913,000         .40         17,90         34,237,25           Instruments, professional and scientific         .662,050         22         24,47         25,985,00      <	Fixtures	15.255.129		40.87	623,550.16
Handles	Vehicles and vehicle parts	14,227,125			
Handles		12,349,055			
Boot and shoe findings		9,908,250	2.06	16.80	
Car construction         5,830,429         1.21         17.80         103,765,00           Agricultural implements         4,704,000         .98         25.48         119,853,00           Laundry appliances         3,876,500         .81         14.70         56,968,28           Refrigerators and kitchen cabinets         3,628,106         .75         21,77         99,275,00           Matches and toothpicks         3,575,000         .74         27,77         99,275,00           Frames and mouding, picture         3,133,700         .65         36,65         114,860,00           Toys         3,123,950         .65         20,31         63,444,40           Plumbers' woodwork         2,404,500         .50         29,26         70,355,00           Brushes         1,913,000         .40         17.90         34,237,25           Instruments, professional and scientific         1,062,050         .22         24,47         25,985,00           Sporting and athletic goods         983,233         .20         29,22         28,733.10           Machinery and apparatus         675,000         .17         28,83         23,187.00           Pulleys and conveyors         745,000         .14         18.11         12,225.00					
Agricultural implements	Boot and shoe findings				117,124.50
Laundry appliances				17.80	
Refrigerators and kitchen cabinets					
cabinets         3,628,106         75         21,77         78,982,00           Matches and toothpicks         3,575,000         74         27,77         99,275,00           Frames and mouding, picture         3,133,700         65         36,65         114,860,00           Toys         3,123,950         .65         29,26         70,355,00           Brushes         1,913,000         .40         17.90         34,237,25           Instruments, professional and scientific         1,062,050         .22         24,47         25,985,00           Ship and boat building         1,055,167         .22         24,43         25,782,00           Sporting and athletic goods         983,233         .20         29,22         28,733,10           Machinery and apparatus         6675,000         .15         26,47         19,720,00           Weighing apparatus         675,000         .15         26,47         19,720,00           Weighing apparatus         675,000         .14         18,11         12,225,00           Whips, canes and unberla sticks         .580,000         .12         22,31         12,940,00           Brooms and carpet sweepers         .530,500         .11         26,58         14,100,00           Machin		3,876,500	.81	14.70	56,968,28
Matches and toothpicks.         3,575,000         74         27.77         99,275.00           Frames and mouding, picture         3,133,700         .65         36.65         114,860.00           Toys         3,123,950         .65         20.31         63,444.40           Plumbers' woodwork         2,404.500         .50         29.26         70,355.00           Brushes         1,913,000         .40         17.90         34,237.25           Instruments, professional and scientific         1,062,050         .22         24.47         25,985.00           Ship and boat building         1,055,167         .22         24.43         25,782.00           Sporting and athletic goods         983,233         .20         29.22         28,733.10           Machinery and apparatus, elec         804,200         .17         28.83         23,187.00           Pulleys and conveyors         .745,000         .15         26.47         19,720.00           Weighing apparatus         .675,000         .15         26.47         19,720.00           Whips, canes and umbrela sticks         .580,000         .12         22.31         12,940.00           Brooms and carpet sweepers         .530,500         .11         26.58         14,100.00	Refrigerators and kitchen				
Frames and mouding, picture					
ture		3,575,000	.74	27.77	99,275.00
Toys         3,123,950         .65         20,31         63,444.40           Plumbers' woodwork         2,404,500         .50         29,26         70,355.00           Brushes         1,913,000         .40         17.90         34,237.25           Instruments, professional and scientific         1,062,050         .22         24.47         25,985.00           Ship and boat building         1,055,167         .22         24.43         25,782.00           Sporting         and apparatus         .983,233         .20         29.22         28,733.10           Machinery and apparatus         .804,200         .17         28.83         23,187.00           Pulleys and conveyors         .745,000         .15         26.47         19,720.00           Weighing apparatus         .675,000         .14         18.11         12,225.00           Whips, canes and umbrels sticks         .580,000         .12         22.31         12,940.00           Brooms and carpet sweepers         .675,000         .11         26.58         14,100.00           Artificial limbs         .353,000         .07         22.74         8,027.00           Mine equipment         .336,075         .07         24,23         8,143.00 <td< td=""><td></td><td></td><td></td><td></td><td></td></td<>					
Plumbers' woodwork					
Rights   R	Toys				
Rights   R	Plumbers' woodwork				
and scientific         1.062.050         22         24.47         25.985.00           Ship and boat building.         1,055,167         22         24.43         25.782.00           Sporting and athletic goods         983,233         20         29.22         28,733.10           Machinery and apparatus, elec.         804,200         17         28.83         23,187.00           Pulleys and conveyors         745,000         15         26.47         19,720.00           Weighing apparatus         675,000         14         18.11         12,225.00           Whips, canes and um brella sticks         580,000         12         22.31         12,940.00           Brooms and carpet sweepers         530,500         11         26.58         14,100.00           Machine construction         470,406         10         18.93         8,905.00           Mine equipment         336,075         07         24.23         8,143.00           Bungs and faucets         300,000         06         18.87         5,755.00           Gates and fencing         300,000         06         18.87         5,755.00           Butchers' blocks and skewers         242,200         05         42.16         10,210.00           Excelsior	Brusnes	1,913,000	.40	17.90	34,237.25
Ship and boat building.         1,055,167         .22         24.43         25,782.00           Sporting and athletic goods.         983,233         .20         29.22         28,733.10           Machinery and apparatus, elec.         804,200         .17         28.83         23,187.00           Pulleys and conveyors.         745,000         .15         26.47         19,720.00           Weighing apparatus.         675,000         .14         18.11         12,225.00           Whips, canes and umbrels sticks.         580,000         .12         22.31         12,940.00           Brooms and carpet sweepers.         675,000         .11         26.58         14,100.00           Macbine construction         470,406         .10         18,93         8,905.00           Artificial limbs         353,000         .07         22.74         8,027.00           Mine equipment         336,075         .07         24.23         8,143.00           Gates and fencing         300,000         .06         48.87         5,755.00           Gates and fencing         300,000         .06         40.00         12,000.00           Butchers' blocks and skewers         242,000         .05         13,17         3,160.00           Sewi		4 0 0 0 0 0 0 0	0.0	0.4.45	05.005.00
Sporting and athletic goods	and scientific				
goods         983,233         20         29.22         28,733.10           Machinery and apparatus, elec.         804,200         17         28.82         23,187.00           Pulleys and conveyors         745,000         1.5         26.47         19,720.00           Weighing apparatus         675,000         1.4         18.11         12,225.00           Whips, canes and unberla sticks         580,000         12         22.31         12,940.00           Brooms and carpet sweepers         530,500         11         26.58         14,100.00           Machine construction         470,406         10         18.93         8,005.00           Artificial limbs         353,000         .07         22.74         8,027.00           Mine equipment         36,075         .07         24.23         8,143.00           Burgs and faucets         305,000         .06         18.87         5,755.00           Gates and fencing         300,000         .06         40.00         12,000.00           Printing material         242,200         .05         42.16         10,210.00           Burchers' blocks and skewers         240,000         .05         13,17         3,160.00           Sewing machines         206,000	Ship and boat building	1,055,167	.22	24.43	25,182.00
Machinery and apparatus, elec.         804,200         17         28,83         23,187,00           Pulleys and conveyors         745,000         1.5         26,47         19,720,00           Weighing apparatus         675,000         1.4         18,11         12,225,00           Weighing apparatus         675,000         1.4         18,11         12,225,00           Whips, canes and umberlls sticks         580,000         1.2         22,31         12,940,00           Brooms and carpet sweepers         530,500         1.1         26,58         14,100,00           Machine construction         470,406         1.0         18,93         8,905,00           Mrificial limbs         353,000         .07         24,23         8,143,00           Mine equipment         336,075         .07         24,23         8,143,00           Gates and fencing         300,000         .06         40,00         12,000,00           Gates and fencing         300,000         .06         40,00         12,000,00           Printing material         242,200         .05         13,17         3,600,00           Excelsior         206,000         .04         20,87         4,300,00           Excelsior         206,000		000 000	0.0	00.00	00 500 40
elec.         804,200         17         28,83         23,187,00           Pulleys and conveyors         745,000         1.15         26,47         19,720,00           Weighing apparatus         675,000         1.4         18.11         12,225,00           Whips, cames and unberell sticks         580,000         12         22.31         12,940,00           Brooms and carpet sweepers         530,500         11         26,58         14,100,00           Machine construction         470,406         10         18,93         8,905,00           Artificial limbs         353,000         .07         22,74         8,027,00           Mine equipment         36,075         .07         24,23         8,143,00           Burgs and faucets         305,000         .06         18,87         5,755,00           Gates and fencing         300,000         .06         40,00         12,000,00           Printing material         242,200         .05         42,16         10,210,00           Butchers' blocks and skewers         240,000         .05         13,17         3,160,00           Sewing machines         206,000         .04         20,87         4,300,00           Exclsior         200,000         .04 <td>goods</td> <td>983,233</td> <td>.20</td> <td>29.22</td> <td>28, (33.10</td>	goods	983,233	.20	29.22	28, (33.10
Pulleys and conveyors         745,000         .15         26,47         19,720,00           Weighing apparatus         675,000         .14         18.11         12,225,00           Whips, canes and unberla sticks         580,000         .12         22.31         12,940,00           Brooms and carpet sweepers         530,500         .11         26,58         14,100,00           Machine construction         470,406         .10         18,93         8,905,00           Artificial limbs         353,000         .07         22.74         8,027,00           Mine equipment         336,075         .07         24.23         8,143,00           Gates and fencing         300,000         .06         40,00         12,000,00           Gates and fencing         300,000         .06         40,00         12,000,00           Burchers' blocks and skewers         242,000         .05         42,16         10,210,00           Burchers' blocks and skewers         2206,000         .04         20,87         4,300,00           Excelsior         200,000         .04         8,50         1,700,00           Excelsior         200,000         .04         8,50         1,700,00           Caskets and coffins         191,000 <td>Machinery and apparatus,</td> <td>604.000</td> <td>3.77</td> <td>00.00</td> <td>09 167 00</td>	Machinery and apparatus,	604.000	3.77	00.00	09 167 00
Weighing apparatus         675,000         .14         18.11         12,225,00           Whips, canes and unberells sticks         580,000         .12         22.31         12,940,00           Brooms and carpet sweepers         530,500         .11         26.58         14,100,00           Machine construction         470,406         .10         18.93         8,005,00           Artificial limbs         353,000         .07         22.74         8,027,00           Mine equipment         36,075         .07         24.23         8,143,00           Bungs and faucets         305,000         .06         18.87         5,755,00           Gates and fencing         300,000         .06         40,00         12,000,00           Printing material         242,200         .05         42,16         10,210,00           Butchers' blocks and skewers         240,000         .05         13,17         3,160,00           Sewing machines         206,000         .04         20,87         4,300,00           Excelsior         200,000         .04         8,50         1,700,00           Excelsior         200,000         .04         8,50         1,700,00           Exqipment, playground         147,500         .0					
Whips, canes and unbrella sticks.         580,000         .12         22.31         12,940.00           Brooms and carpet sweepers         530,500         .11         26.58         14,100.00           Machine construction         470,406         .10         18.93         8,005.00           Artificial limbs         353,000         .07         22.74         8,027.00           Mine equipment         336,075         .07         24.23         8,143.00           Burgs and faucets         305,000         .06         18.87         5,755.00           Gates and fencing         300,000         .06         40.00         12,000.00           Printing material         242,200         .05         42.16         10,210.00           Burchers' blocks and skewers         240,000         .05         13.17         3,160.00           Sewing machines         206,000         .04         20.87         4,300.00           Excelsior         200,000         .04         85.0         1,700.00           Equipment, playground         147,500         .03         18.69         2,757.50           Rollers, shade and map         93,000         .02         16.13         1,500.24           Trunks and valises         71,500			.10		19 995 00
$\begin{array}{c ccccccccccccccccccccccccccccccccccc$		010,000	.14	19.11	12,220.00
Brooms and carpet sweepers         530,500         11         26,58         14,100,00           Machine construction         470,406         .10         18,93         8,005,00           Artificial limbs         353,000         .07         22,74         8,027,00           Mine equipment         36,075         .07         22,74         8,027,00           Bungs and faucets         305,000         .06         18,87         5,755,00           Gates and fencing         300,000         .06         40,00         12,000,00           Printing material         242,200         .05         42,16         10,210,00           Butchers' blocks and skewers         240,000         .05         13,17         3,160,00           Sewing machines         206,000         .04         20,87         4,300,00           Excelsior         200,000         .04         850         1,700,00           Equipment, playground         147,500         .03         18,69         2,757,50           Rollers, shade and map         93,000         .02         16,13         1,500,24           Trunks and valises         71,500         .01         29,68         2,122.00           Pumps and wood pipe         55,500         .01	hvolla cticke	580,000	19	99.31	12 940 00
$\begin{array}{cccccccccccccccccccccccccccccccccccc$	Proome and carnot swoon.	000,000		22.01	12,010.00
Machine construction         470,406         10         18,93         8,905,00           Artificial limbs         353,000         .07         22,74         8,027,00           Mine equipment         336,075         .07         22,74         8,143,00           Bungs and faucets         305,000         .06         18,87         5,755,00           Gates and fencing         300,000         .06         40,00         12,000,00           Printing material         242,200         .05         42,16         10,210,00           Butchers' blocks and skewers         240,000         .05         13,17         3,160,00           Sewing machines         266,000         .04         20,87         4,300,00           Excelsior         200,000         .04         8,50         1,700,00           Caskets and coffins         191,000         .04         8,50         1,700,00           Equipment, playground         147,500         .03         18,69         2,757,50           Rollers, shade and map         93,000         .02         16,13         1,500,24           Trunks and valises         71,500         .01         29,68         2,122,00           Pumps and wood pipe         55,500         .01	ers	530.500	.11	26.58	14.100.00
Artificial limbs         353,000         .07         22,74         8,027,00           Mine equipment         336,075         .07         24,23         8,143,00           Burgs and faucets         305,000         .06         18,87         5,775,00           Gates and fencing         300,000         .06         40,00         12,000,00           Printing material         242,200         .05         42,16         10,210,00           Butchers' blocks and skewers         240,000         .05         13,17         3,160,00           Sewing machines         206,000         .04         20,87         4,300,00           Excelsior         200,000         .04         8,50         1,700,00           Excelsior         200,000         .04         8,50         1,700,00           Equipment, playground         147,500         .03         18,69         2,757,50           Rollers, shade and map         93,000         .02         16,13         1,500,24           Trunks and valises         71,500         .01         129,68         2,122.00           Pumps and wood pipe         55,500         .01         17,31         960,50           Clocks         52,044         .01         46,13         <	Machine construction				
$\begin{array}{c ccccccccccccccccccccccccccccccccccc$	Artificial limbs			22.74	8.027.00
Bungs and faucets.         305,000         .06         18.87         5,755.00           Gates and fencing.         300,000         .06         40.00         12,000.00           Printing material.         242,200         .05         42.16         10,210.00           Butchers' blocks and skewers.         240,000         .05         13.17         3,160.00           Sewing machines.         206,000         .04         20.87         4,300.00           Excelsior.         200,000         .04         8.50         1,700.00           Caskets and coffins.         191,000         .04         22.34         4.266.00           Equipment, playground.         147,500         .03         18.69         2,757.50           Rollers, shade and map.         93,000         .02         16.13         1,500.24           Trunks and valises.         71,500         .01         29.68         2,122.00           Pumps and wood pipe.         55,500         .01         17.31         960,50           Clocks         52,044         .01         46.13         2,401.00           Elevators         28,000         .01         34.39         963,00           Saddles and harness         10,000         * 77.86         5				24.23	8.143.00
$\begin{array}{c ccccccccccccccccccccccccccccccccccc$					
$\begin{array}{c ccccccccccccccccccccccccccccccccccc$					
Butchers' blocks and skewers         240,000         .05         13.17         3,160.00           Sewing machines         206,000         .04         20.87         4,300.00           Excelsior         200,000         .04         8.50         1,700.00           Caskets and coffins         191,000         .04         22.34         4.266.00           Equipment, playground         147,500         .03         18.69         2,757.50           Rollers, shade and map         93,000         .02         16.13         1,500.24           Trunks and valises         71,500         .01         29.68         2,122.00           Pumps and wood pipe         55,500         .01         17.31         960,50           Clocks         52,044         .01         46.13         2,401.00           Elevators         28,000         .01         34.39         963.00           Saddles and harness         10,000         *         12.00         120.00           Patterns and flasks         7,000         *         77.86         545.00           Pipes, tobacco         2,000         *         50.00         100.00					
$\begin{array}{cccccccccccccccccccccccccccccccccccc$					,
$ \begin{array}{cccccccccccccccccccccccccccccccccccc$		240,000	.05		3,160.00
$\begin{array}{cccccccccccccccccccccccccccccccccccc$	Sewing machines	206,000	.04	20.87	4,300.00
$ \begin{array}{cccccccccccccccccccccccccccccccccccc$			.04	8.50	1,700.00
Rollers, shade and map.       93,000       .02       16,13       1,300,24         Trunks and valises.       71,500       .01       29,68       2,122.00         Pumps and wood pipe.       55,500       .01       17.31       960,50         Clocks       52,044       .01       46,13       2,401,00         Elevators       28,000       .01       34,39       963,00         Saddles and harness       10,000       * 12,00       120,00         Patterns and flasks       7,000       * 77,86       545,00         Pipes, tobacco       2,000       * 50.00       100,00	Caskets and coffins				4,266,00
Rollers, shade and map.       93,000       .02       16,13       1,300,24         Trunks and valises.       71,500       .01       29,68       2,122.00         Pumps and wood pipe.       55,500       .01       17.31       960,50         Clocks       52,044       .01       46,13       2,401,00         Elevators       28,000       .01       34,39       963,00         Saddles and harness       10,000       * 12,00       120,00         Patterns and flasks       7,000       * 77,86       545,00         Pipes, tobacco       2,000       * 50.00       100,00	Equipment, playground				2,757.50
$\begin{array}{c ccccccccccccccccccccccccccccccccccc$	Rollers, shade and map				1,500.24
$\begin{array}{cccccccccccccccccccccccccccccccccccc$	Trunks and valises		.01		2,122.00
$ \begin{array}{cccccccccccccccccccccccccccccccccccc$		55,500			
$ \begin{array}{cccccccccccccccccccccccccccccccccccc$	Clocks	52,044			
Patterns and flasks. 7,000 * 77.86 545.00 Pipes, tobacco 2,000 * 50.00 100.00	Elevators				
Pipes, tobacco					
11pes, tobacco					
Total481,493,680 100.00 \$23.09 \$11,119,380.86	Tipes, tobacco	2,000		50.00	100,00
# # # # # # # # # # # # # # # # # # #	Total	481 402 680	100.00	\$22.00	811 110 250 50
		201,200,000	100.00	φ <u>2</u> 0.03	\$11,115,000,00

<sup>\*</sup>Less than 1/100 of 1 per cent.

Wide difference is seen in the average prices paid by different industries. This is not due so much to region and the freight paid on lumber as to the class of lumber used. For example, pattern makers pay the highest price, and excelsior makers the lowest. The latter industry takes round logs of medium or low grade, while the former must have seasoned lumber of the best grades. Naturally, there is wide difference in the cost. Region, of course, has something to do with prices paid; but as an industry, particularly if it is a large one, consists of shops and factories in many regions, the average is not much influenced by geographical considerations. Some industries are more local, like that which makes spools. Paper birch is employed chiefly for these articles, and the present supply of wood comes from New England and New York, and the principal factories are located there.

The makers of doors, blinds, and interior finish are the largest users of this wood, and the center of the industry is in the Lake States.

Species of Birch

The birch which goes to factories to be converted into the numerous commodities included in the list beginning with house finish and ending with shoe pegs, is not all of the same species. There are more than half a dozen kinds, but three only are of commercial importance, though the others are occasionally put to use.

SWEET BIRCH (Betula lenta) is unsurpassed by any member of the birch group in the fine quality of its wood. Its name is due to the fine odor given off when the fresh wood is cut or broken. It is the birch whose inner bark is good to eat in early summer. The heartwood is red, for which reason the tree is sometimes known as cherry or mahogany birch. It ranges from Newfoundland to Minnesota, and extends along the mountains southward to Georgia. It is humbered principally in West Virginia, Pennsylvania, and New York, but it is occasionally cut in all parts of its range.

Yellow birch (Betula lutea) probably yields more lumber than sweet birch. It does so, at least toward the western part of its range, in the Lake States. Its range and that of sweet birch are nearly coextensive. Its name is due to the yellow color of the bark of medium-sized and young trees. Very old trunks have rough, dark-colored bark. The lumber sawed from yellow and sweet birch is so much alike that one is distinguished from the other with difficulty.

Paper birch (Betula papyrifera) is probably the most abundant of the American birches; but the trunks average small and they do not contain much colored heartwood, and for that reason the tree is not much valued for ordinary lumber. The wood is white and its principal use is for spools, shoepegs, toothpicks, shoeshanks, and wooden heels. A comparatively large quantity goes to excelsior mills. This is the tree whose bark once made most of the Indians' and traders' canoes on northern waters. When a trunk contains heartwood it is of a rich red color and is valuable for brush backs. The tree grows in the northern part of the United States and throughout most of Canada.

RIVER BIRCH (Betula nigra) is a substantial wood, but it is plain and it has few places to fill other than common lumber. It grows both north and south, and it delights to lean over the banks of rivers. The bark of young trees and on the branches of old is very ragged, and hangs in rolls and tatters, and it is often of a reddish bronze color.

WHITE OF GRAY BIRCH (Betvla populifolia) is small and is usually looked upon more as a nuisance than as an asset. It grows in New England and some distance westward, and the name "poverty birch" is an allusion to its habit of growing in wornout and abandoned fields. Little of it finds its way to factories.

There are some birches in the far western country which amount to little.

### October Lumber Exports

Statistics of lumber exports for October, 1915, have been published. Some items exceed corresponding figures for October, 1914, and others fall below. The total value for last October is larger than for the same month in 1914 by more than a million dollars. Value of all wood exports from the United States in October, 1914, was \$3,593,757 and for last October \$4,991,524. Some of the items constituting these totals follow:

	1914.	1915.
Hewed and sawed timber	\$ 255.812	\$ 296,948
Lumber	1,567,532	2,450,253
Railroad ties	100,125	116,055
Box shooks	84,231	128,146
Barrel shooks	76,591	84,531
Staves	169,227	287,333
Heading	9,098	12,795
Doors, sash and blinds	38,260	25,763
Furniture	236,228	245,307
Woodenware	46,358	33,004







T. PHILLIPS, GREEN BAY, WIS , NEW R. B. GOOLMAN, GOODMAN, WIS , RETIRING PRESIDENT



O. T. SWAN, OSHKOSH, WIS. SECRETARY



## Wisconsin Manufacturers Meet 🙈



The Northern Hemlock & Hardwood Manufacturers' Association met it annual session at the Hotel Pfister, Milwaukee, Wis., on January 26.

### Promotion Work for the Year

E. A. Hamar opened the macting by reading the report of M. P. McCullough, chairman of the bureau of promotion. This report fullows:

There are several species of birch in the United States, all of which are found principally in New England, New York, and the Lake States.

Yellow birch, manufactured by the members of this association, has a most prominent place in the lumber market, and in my opinion has gained reputation and friends more from its real merit and beauty than as the result of practical methods employed by the millman to market it. The total annual cut of all species is approximately 400 million ft. and, according to recent census reports, 43.5% is produced in Wisconsin, 14% in Michigan, 10.5% in Maine; the remaining 32% originating in other eastern and southeastern states.

Quite a large portion of the birch produced in the eastern states is of the paper birch species not demanded in the general narkets. Considering this it is evident that the bulk of the birch lumber annually marketed far exceeds in Wisconsin and Michigan the percentage of the whole credited to these two states by the government reports. The output of Wisconsin is three times greater than that of Michigan. By the government census for 1913 the annual production of some of the woods which are important commercially, and which are being urged upon the consumer in more or less competition with birch are: yellow pine, 15 billion; Douglas fir, 512 billion; oak, 3 billion; cypress, 1 billion; red gum, 1 billion. The total production of birch of all kinds, being about 400 million, is relatively small.

In presenting these figures I simply wish to show what a tremendous increase in consumption must be brought about to affect the demand for these different woods as compared with birch. Purther, it is possible to increase the production of these woods other than birch to meet increased demand, while the immediate tendency of the increased demand in birch would be a better price.

In addition to general building and planing mill products, boxes and crates consume annually 4,500 million feet of lumber, of which 2% is birch. Furniture and fixtures, using 1,400 million, take 7% birch. Woodenware, novelties, etc., annual wood consumption, 400 million board feet. Birch used, 7%, Vehicles, annual wood consumption, 740 million board feet. Birch used, 2%,

Listed according to annual consumption are also the following:

Musical instruments	
Mar hes and toothpacks	1
Picture frames and mouldings 5	C.
Automobiles	50

There are many minor uses of lumber, most of which consume but a

Of the total hardwoods consumed annually, birch comprises much less

than 5 per cent, and that being controlled by practically two states, it would seem that by organized effort a small increase only in the consumption of birch would be promptly reflected in its market value. It is evident that an increased sale of birch of from 8,000,000 to 10,000,000 feet would make us feel the increased demand in a marked way.

In a small way, with limited funds, your bureau of promotion has attempted to place birch before the architects, carpenters, retail distributors and consumers. In three years we have distributed many panels and booklets, with no duplication, and upon request only. It has been our aim to place them where the greatest good might be derived. Our follow-up system has of necessity been limited, but in every case we endeavor to make it possible to have birch used.

Liberal samples of birch, as well as other woods manufactured by our members, have been furnished the National Lumber Manufacturers' Association for exhibition purposes, the National Museum at Washington, and exhibits under the management of our chief inspector, made at the annual conventions of the Northwestern Lumbermen's Association, and the Wisconsin Retail Dealers' Association. Lack of funds only has prevented similar exhibits at other state conventions. We have been allowed less than \$4,000 yearly for the promotion of birch, yet, with the cooperation of the veneer milis of Wisconsin and the varnish and stain manufacturers, we have had very encouraging results.

We have a wood in birch that ranks above most hardwoods for interior finish, cabinet work and furniture, a proven article, and it is within the power of the manufacturers of this state to so increase its use as to insure handsome returns upon the investment. A great handlcap to birch is the reputation it has gained as an imitation. The true merits of the wood have been hidden, and undoubtedly this will continue, yet "birch as birch" is more generally coming into use. It has an individuality of its own, and more and more it is being recognized. It is possible to exploit the beauty, reasonableness of cost, and adaptability of birch to a point that will gain recognition for it as a rare, fine wood. With increased demand the limited supply can readily be marketed at a fair price.

In a tentative way, I believe when the time comes as it will—a slogan or trade mark should be adopted. "America's Finest Wood" has been used by our association in a great deal of its birch copy, and this, or something similar or better, can be used.

Disabuse the mind of the public that the virtue of birch lies in its successful imitation of other woods and place occurred way. The finishes that bring out the beauties of birch in a pleasing way. There successful imitation of other woods and place before it the many fine impression that birch is an expensive wood should be corrected. are approximately 5,000 good architects, 30,000 lumber dealers and many thousands of carpenters, contractors and builders of the country who should know of the advantages of birch and the many beautiful finishes it will take. Their interest and cooperation is needed.

The home builder must be reached. This is evident from the experience we have gained from the limited birch campaign we are now carrying on. The merits of the wood must be shown the builder of the finer residences, office buildings, hotels and apartments. The relative reasonableness of cost must be convincingly put up to the owner of the small residence.

A large distribution of finished birch samples should be provided for. Exhibits of the finished trim and sample doors should be made at all im-



GEO. H. CHAPMAN, STANLEY, WIS., NEW CHAIRMAN BUREAU OF GRADES AND MARKET CONDITIONS COMMITTEE



GEO. E. FOSTER, MELLEN, WIS., RE-ELECTED TREASURER



M. J. QUINLAN, SOPERTON, WIS., RETIRING CHAIRMAN BUREAU OF GRADES AND MARKET CONDITIONS COMMITTEE

portant gatherings, fairs, universities, and, if possible, high schools and manual training schools.

Such work with proper "follow up" will, in my judgment, be reflected in an increased demand for birch in a way that has never been experienced by any other wood. Give a permanent prestige to "America's Finest Wood."

I am not here today to urge that a subscription be taken for birch advertising, but rather to point out the wonderful advantages which this wood has from a promotion standpoint. New uses for wood can be found and the total amount used in some channels at present can be materially increased.

I want you to appreciate the limited birch advertising and exhibition work which the association is now doing, and at some future time determine whether good business judgment does not demand that we get back of birch in force and add another 100,000.000 feet per year to its consumption.

The treasurer's statement showed a balance of \$1,471.30 with expenditures of \$26,619.58.

### Secretary Swan Tells of Development of Constructive Association Work

Secretary Swan talked extemporaneously on being called upon by President Goodman, who complimented him on the effective work he has been doing and assured him of the appreciation of the members.

In prefacing his remarks Mr. Swain said that his outline for conditions and the course of action for the next year is: "Fine business; lots of it; push it hard; deliver the goods and deliver them right; have more hope, more faith and less charity in selling."

Mr. Swan gave a very intelligent and comprehensive outline of conditions that have led up to the present development in association work, tracing the course of ups and downs in marketing since 1908. He said that up to the time things began to break seriously association work was made up mainly of routine, but after the depression had been with the trade for a considerable period it was realized that there were underlying forces combating the best interests of lumbermen. He said that in the Middle West the passing of the initial period of construction, when everything was needed in a hurry and in big quantities, resulted in a decreased and less consistent demand: that with stumpage values going up, with ever-production following over-taxation and with other forces to the same end, the best minds in the trade began to figure out necessary measures for meeting these conditions. These measures began to culminate last year, resulting in the formation of association work all over the country along constructive lines, and wonderful things have been accomplished since then.

He traced the effect of this development in the Wisconsin association, showing the work had been divided up into departments of transportation and legislation, statistics, grades and promotion, each under the final direction of members of the association and actively administered through the association office. He explained the workings and accomplishments of each of these bureaus, showing how under the bureau of grades the development led to affiliation with the hardwood inspection department of the National Hardwood Lumber Association, under which arrangement all members making one million feet or more a year of hardwoods have enjoyed the regular service. This bureau was also responsible for meetings for the improvement of manufacture and sales.

Mr. Swan maintained that the inspectors already report improved conditions both in manufacture and in the uniformity of grades, due to the work of this bureau.

The duties and purposes of the bureau of transportation and legislation and the bureau of statistics were sketched in outline, Mr. Swan demonstrating the discernable effect of this work and paying a compliment to the bureau members.

The work of the bureau of promotion has taken a good deal of time and effort and has been very effective. Mr. Swan told of specific exhibits that have been worked out and the wide and important scope of this work. He said that through this bureau the Forest Products Laboratory at Madison, Wis., has assumed the responsibility of working out a series of standard strength tests so that definite data will be available on hemlock.

Other questions of importance for consideration under the direction of the general department have been a survey of tie lands with the idea of central treating plant to make possible greater utilization of hemlock ties, and a study of the cut-over land question for grazing purposes. Mr. Swan reviewed the great strides that have been made in the general publicity work in all directions.

In reviewing the situation Mr. Swan said that the financial condition is excellent and the efforts of the secretary's office well organized and promising further advances; that conditions of the hemlock campaign are encouraging, also the campaign for birch. He said that the next meeting should be devoted to the sales managers' committee with a discussion of its efforts and recommendations; that a big stride has been made in improvement of manufacture and graduag, and that more advance is to be anticipated; that the purpose of the association should be toward greater efficiency in merchandising, to be backed up with constantly improving product.

On motion it was resolved that the report of the secretary was not only accepted, but approved with a deep sense of appreciation. Edward Hines expressed himself frankly, saying that it was the best secretary's report he had ever had the pleasure of hearing.

### Exhibits of Finished Woods Appreciated by Architects

President Goodman said that "birch" would be the general subject for the morning's session. He called on D. E. Breinig, president and general manager of the Bridgeport Wood Finishing Company, New Milford, Conn. Mr. Breinig's company has been instrumental in pre-

The work is still progressing, and Mr. Brein g stated that ultimately the control of the state o

The plan has already met with a great deal of approval among architects who have begun to use it extensively, even at this date. It was been in sevenly took a year and windle the of the present sources of good from such a plan would be to show the final buyer just what his finished work should look like so that he will be able to judge for himself whether or not the finish contractor has done his job well.

Mr. Breinig said that home builders are beginning to demand the latest effects in finishing more and more, as the color effort is creating greater interest constantly.

In bringing the matter down to birch specifically, he said that his efforts have been directed toward making birch finishes to more closely resemble the wood rather than to make an effort to merely imitate some other woods.

President Goodman said that as the ultimate buyer purchased the finished product and not the rough lumber, he should be enabled to judge from the exhibits in the finished state.

George H. Chapman suggested that Mr. Breinig's ideas should be retained in the minds of the members and not be dismissed when they leave the association rooms, as they present a real necessity that is confronting lumbermen more and more formidably—that is, the necessity for real merchandising and broader work in this direction.

## H. F. Weiss Tells Lumbermen Some of Their Shortcomings Howard F. Weiss, director of the Forest Products Laboratory at Madison, Wis., spoke very entertainingly.

Mr. Weiss addressed the members of the association on the "Value of Services in the Lumber Business." He emphasized four points:

1. Lumbermen should insist upon better manufacture and grading;

2. The manufacturer should have a more intimate knowledge of the needs of his customers;

3. Methods of advertising and selling lumber should be made more effective;

4. Closest possible co-operation should exist among lumbermen and other organizations interested in wood.

He made a strong plea for an association brand which would stand as a guarantee of quality, good manufacture, and grading. He stated that the association should refuse the use of this brand to any of those members who did not keep the stock up to standard.

Mr. Weiss felt that the Wisconsin lumbermen should make a strong effort to build up in the state of Wisconsin a larger number of wood-using industries. He stated, for example, that Wisconsin had but 376 such plants whereas Michigan had 794, and used over twice as much timber as Wisconsin, and manufactured over twice as many articles. He felt, furthermore, that the lumbermen in this state could well afford to do more re-manufacturing at their mills and cited instances in Pennsylvania and the South where lumber companies were going into this matter extensively.

Mr. We sat player and the west the amount of birch consequent in the inflorent to the Connection, and the amount of wood as the the inflorent to the configuration of the particle and the formature to the matter than the country of them. We conserved the seather than the country to them. We conserved the seather than the rest being scattered in small proportions throughout a number of the states. This concentration of supply in Wisconsin, together with the present location of large consuming markets for birch, in his judgment furnished a ready basis on which the birch lumbermen could launch their campaign for the promotion of birch.

Mr. Weiss illustrated with photographs how lumbermen can greatly increase the life of wood farm buildings without adding to their cost, and claimed that lumbermen should have a much more intimate contact with the ultimate consumer of their products. He suggested that the Northern Hemlock and Hardwood Association employ a competent engineer to work up these methods of timber design and construction, and represent them properly before city engineers, car builders, architects, etc. He strongly emphasized the desirability of hearty co-operation between various lumber associations and other organizations interested in wood.

In Mr. Weiss' opinion the fundamental principle back of the whole movement is to render a greater service in the lumber business, and that this service should begin in the sawmill and not end until the lumber is put in final place. Throughout his talk Mr. Weiss illustrated his various points with specific examples taken from actual occurrences.

He also said that the Illinois chapter of the American Institute of Architects recently adopted a resolution in effect that on account of the great trouble and inconvenience resulting from haphazard sizes of timbers, efforts should be made to have the federal department of weights and measures at Washington exercise jurisdiction over the size of lumber manufactured with authority to inflict penalties for mismanufacture.

Adolph Pfund, secretary of the Wisconsin Retail Lumber Dealers' Association, invited the members to attend the convention of that body, which occurred a few days after the manufacturers' meeting. He said that the feature would be a round table discussion between manufacturers and members.

### Inspection Report Shows Improved Manufacture

Their Inspector McDonald reported on the exhibit of hemlock, tamarack and birch in the rough and finished that was installed at the Northwestern Retail Lumber Dealers' convention at Minneapolis. He said it awakened great interest, but that as the styles of finish of doors are out of date, they should be replaced by doors of full size finished in modern styles.

Mr. McDonald reported on inspection work for the past year, saying in the beginning that he has noticed a vast improvement in conditions around the operations, there being evidence of much greater care in all stages of manufacture; that the lumber is more closely assorted on the transfers, resulting in a great saving of money in handling and a saving of stock in rehandling.

He reported that of pine re-inspected, 12 per cent was below grade; of hardwood 2½ per cent, and hemlock 8½ per cent below and 3 per cent above. That there was a grand total of all lumber re-inspected of 1,672,973 feet, and 480,000 pieces of hemlock lath.

Mr. McDonald said that the increased total of reinspection indicated carelessness in planing mill work, as a large number of the complaints were caused by improper handling of stock in the planing mills, and that care in this work should be considered as one of the important features of building up permanent hemlock markets.

He said that if he were advised in all cases whether inspection was required immediately or not, he could save a good deal in traveling expenses and time by grouping reinspections in different parts of the country.

After reviewing the financial situation of the inspection department, he recommended a paragraph in the general instructions on hemlock rules treating with the appearance of all grades of hemlock, calling inspectors' attention to serious defects which decrease the appearance of any and all grades of this lumber. He also suggested

absolute standard of sizes of all hemlock planing in.ll products, these sizes to be determined by a universally used steel gauge.

H. L. Russell, dean of the college of agriculture of the University of Wisconsin, told of the plan for constructing an ideal farm dwelling with accessory buildings on the campus at Madison, to be used in connection with the work in farm and home economies. He asked that the association provide the necessary wood materials to erect such buildings, and stated that the model farm will be used continuously for training and will be inspected by farmer visitors continually. He said it should necessarily be made of Wisconsin woods

M. J. Quinlan moved that C. C. Collins of Madison, Wis., be designated as a committee of one to make arrangements to provide for all woods to be used for this purpose.

A. L. Osborn, chairman of the bureau of transportation, brought to the attention of the membership the bill making it incumbent upon railroads to present claims to lawful payers of freight bills within ninety days. That was referred to the resolutions committee.

On motion a resolution was adopted on the death of the late D. M. Kneeland.

In speaking of the suggestion made by Dean Russell, Secretary Kellogg of the National Lumber Manufacturers' Association, said that this is but the beginning of a big campaign in this same direction. He said that the trade extension work of the National association is meeting with the enthusiastic co-operation of retailers everywhere and that there is already in sight \$500,000 for well-organized promotion.

### Before the Federal Trade Commission

President R. B. Goodman presented the following address, reporting on the progress made before the Federal Trade Commission:

So much has been written about the lumbermen's case before the Federal Trade Commission that I will not consume any time in trying to outline the testimony. Every member of this association has received from the National association a copy of the testimony presented last July in Chicago. You have all read Mr. Worcester's splendid presentation of conditions in our industry in Wisconsin.

The commission continued its bearings on the lumber industry in the West last fall, and in December Gen. L. C. Boyle and J. N. Teal submitted oral briefs summarizing the testimony. These briefs will soon be published, and a copy mailed to each member of this association. You should read these briefs for they pertain directly to your business welfare.

This case is just as vital to each of us today when prices are nearly normal and the volume of business above normal as it was last July when shipments were much below production and the market prices below the actual cost of manufacture. The same influences that brought about the depressed condition of our industry for the past two years are working silently and surely even now to bring about these conditions again, perhaps not this year nor next, and perhaps sooner than we expect. further advance in price, which appears most probable, we will have just the conditions that bring about over-production, and no amount of preaching and no amount of moral suasion and in spite of past experience, this over-production will go on until we have the history of 1907 and 1908 and 1913 and 1914 repeated.

You all know very definitely the difficulty with our situation in Wisconsin and upper Michigan. Mr. Worcester has pointed it out very clearly. We have suffered from the competition with lumber produced in fire prevention be made permanent and asking congress to aid in the in the West and in the South. In normal times this competition is fair and we can meet it, as we are meeting it now. We have just as good if not better lumber than is produced in any other section of the United States, and we are developing the same faith in the merits of our products as the lumbermen in other sections of the country have shown, as is evidenced by our hemlock promotion campaign. We can hold our markets against the competition of all other sections when this competition is fair. but when the producers in these other sections of the country ship lumber into this market and offer it for sale at less than the cost of production, we cannot meet this competition and live, and just as surely as the pendulum swings, we know that this condition of affairs is lying in wait for us, and this grievance is our one particular interest in the case before the Federal Trade Commission. Section 5 of the Trade Commission Act reads as follows:

That unfair methods of competition in commerce are hereby declared

That untair methods of competition in community with the commission is hereby empowered and directed to prevent persons, partnerships, or corporations, except banks and common carriers subject to the acts to regulate commerce, from using unfair methods of competition

to the acts to regulate commerce, from using unfair methods of competition in commerce.

Whenever the commission shall have reason to believe that any such person, partnership, or corporation has been or is using any unfair method of competition in commerce, and if it shall appear to the commission that a proceeding by it in respect thereof would be to the interest of the public, it shall issue and serve upon such person, partnership, or corporation a complaint stating its charges in that respect, and containing a notice of a hearing upon a day and at a place therein fixed at least thirty days after the service of said complaint.

If, upon such hearing the commision shall be of the opinion that the

method of competition in question is prohibited by this act, it shall make a report in writing in which it shall state its findings as to the facts, and shall issue and cause to be served on such person, partnership, or corporation an order requiring such person, partnership, or corporation to cease and desist from using such method of competition.

We contend that this clause gives the commission power to issue and serve to the manufacturers of lumber an order requiring them to cease and desist from competition by the method of selling for less than the cost of production. To be sure, such orders broadcast throughout the industry would be novel and radical, and might in some cases work individual hardship, but this is within the power of the commission.

The Federal Trade Commission consists of five members. Joseph E. Davies of Wisconsin, chairman, is a trained lawyer; W. J. Harris of Georgia is a banker and an expert statisfician; Will II. Parry of Washington is one of the big men on the Pacific coast; George Rublee of New York is a well-known attorney with a high reputation as a political economist; Edward N. Hurley of Chicago is an inventor, manufacturer and businessman. The record of the various achievements of these men is a long one; for instance, Mr. Parry was the manager of the Alaska Yukon Exposition, and this exposition not only paid off its bond holders, but passed a 30 per cent dividend to the stock. Not only have these men done big things, but they seem to have been successful in doing them.

There is, therefore, no need for apprehension as to the powers of the commission. It has all the power it needs to exercise, and when, in the development of its functions it needs more administrative authority, this authority will be freely granted it by Congress, as has been the case with the Interstate Commerce Commission. Nor need we feel any apprehension that the powers and functions of the commission will be abused by those composing it. The past record of these men is a safe guarantee, and the fact that the commission has spent its first year in thorough, painstaking and comprehensive investigation of industrial affairs, is the best guarantee that we can have that whatever findings or recommendations are made in our case will be fundamental, just and economically sound, and if accepted by the industry with the proper cooperative spirit, they will also be practically effective.

There is a mistaken notion that the lumbermen are trying to get out from under the Sherman act. This is in no sense true. No one believes that the reasonable regulation of production to such an extent as shall be necessary to prevent unfair competition is contrary to the provisions of the Sherman act. If it were, neither the Federal Trade Commission nor the Department of Justice could grant us any immunity, for the Sherman act is no different from any other Federal statute, but it is clear that the Federal Trade Commission can, in exercising its control over unfair competition, state the proper, reasonable, practical, legal course for manufacturers of lumber to pursue in order to avoid this unfortunate condition of unfair competition, which has so greatly demoralized the industry in the past and bids fair to be its undoing in the future. So much for the powers, and so much for the judgment and ability of our commission.

I am pleased to be able to add that my experience at Washington in December, my talks with members of the commission, the talks of other lumbermen, the published utterances of the chairman and members of the commission, all indicate the strong desire of the commission to be a constructive help to the great lumber industry and to all industries. For the first time in the history of our national association effort have lumbermen been welcomed by any governmental agency to lay before it its difficulties, needs and vital problems. No longer is the lumberman without the pale. We have been officially recognized as an essential part of the nation's industrial prosperity.

### Market Conditions Improving

President Goodman took this occasion to state that M. J. Quinlan of Soperton, who for years has most energetically filled the position of chairman of the bureau of grades, is compelled by conditions beyond his control to resign from that chairmanship. Mr. Goodman paid a marked and feeling tribute to Mr. Quinlan's character, his counsel and his work, and called upon Mr. Quinlan to talk to the members on the general question of market conditions.

Mr. Quinlan said that the board of directors of the National Hardwood Lumber Association has since July, 1915, reinspected less than one per cent of amounts shipped, and that less than one-fifth of one per cent of the amount shipped was proven to justify such re-inspection; that the members should therefore feel that they are getting a square deal in this direction. He said that the amount paid back on bonded re-inspection has been less than \$500 in seven months. He said that formerly the chief inspector was given the original inspection data in making re-inspection, but later a policy was adopted that keeps this information from him entirely.

Mr. Quinlan, being in the chair, called for reports of the subcommittees on market conditions. These reports were printed on account of the short time available and were distributed and not read.

REPORT OF SUB-COMMITTEE ON BASSWOOD, BIRCH AND ELM

C. A. Goodman had prepared the following report on basswood, birch and elm:

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Your committee is glad to report that the present condition of outsiness at the larger of Letter's the state  $\lambda$  test to  $\lambda$  and  $\lambda$  test to  $\lambda$  and  $\lambda$  the condition of  $\lambda$  the state  $\lambda$  test to  $\lambda$  the first test to  $\lambda$ .

Building construction throughout the United States is enjoying a remarkable period of prosperity. Possibly never below that so many cities shown in reases, and possibly never before his tree gain been so large.

Permits were taken out in 101 cities in December, 1915, for 15 600 buildings, representing an expenditure of 864,267 289 against 12,822 buildings, involving 817 000,002, in December, 1914, an increase of 2,808

Of a total of 101 cities, there were gains in 76 and sees in only 25, probably the most remarkable showing ever solore in desance the combarge, as well as the smaller cities. It is selected that this is only the

We to heve the majority of our members are problem to so which are about in line with what a \$200 concession on No. 1 and No. 2 fembers would make, and \$300 on No. 3, although we still a discoverage prices being asked at the present time.

There has been a slackened demand for leader sate the new list due

and they are busy with this work and do not set to set I col with new stock coming in. So and On account a receiver it weather car littens, construction work of all kinds has so in descripted and hold up therefore, it is possible that we will not enew a carry vision of cosmoss until early in Petruary, but our members so not easily vision of cosmoss surifice their stock at less values than necessary. He do k at \$2.00 off the Broughton list of Petruary 25, 1915, is not yet a using the price that it ought to bring, as compared with product views of yellow pine, and we should all be realizing values at about \$1.00 from the list of No. 1, and No. 2.1 m. of.

The volume in commercial trade is expanding it, all sections of the country, and with the spring lumber trade such a short distance off, we think our members should not make further concessors from the list.

It has been called to our attention that some of our members are selling their No. 3 stock, where it is piled separate widths and lengths 10

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### Resawing Hemlock Abolished

Compared that a consist of the problem is unangers' compared to prove the consist of the consist of the sale of unappears of the consist of the consist of the sale of unappears of the consist of the co

### J. T. Phillips Elected President

Consideration when there is an expect after the report of the nominating commutate, when Mr.  $Q = \{n, n\}$  ariman of that commutate, stated that it had been insisted that President Goodman be recommended for a third term. Mr. Goodman is sated that it would be wrong to establish such as the election P(x,y) to self on record that he would work even note energetically in Jamaia of the association if he were working merely as a neuder of the board and as one of the rank and file.

The discussion got very energetic at times, but by persistently maintaining his position Mr. Goodman secured the co-operation one by one of the various members and finally secured the nomination of J. T. Phillips, who had originally been selected for the office.

Mr. Failhps objected very strongly to the use of his name and insisted upon Mr. Goodman's renomination, but he was forced to take the office, and comes into his new work with every promise of handling it with unusual energy and ability.

J. J. Lingle of the West to Lumber Company was nominated for vice-president, George E. Foster treasurer and O. T. Swan secretary.

Directors nominated were: A. C. Wells, H. H. Heineman, W. B. Clubine, who were the hold over directors, and M. J. Quinlan was nominated as a new member.

George H. Chapman accepted the nomination as chairman of the trace of grades.

J. W. Kaye, A. L. Osborn and M. P. McCullough were named to sue eed themselves as respective chairmen of the bureau of statistics and accounts, the bureau of transportation and legislation, and the bureau of promotion.

The recommendations of the non-mating committee were unanimously carried and the secretary instructed to cast the ballot.

As provided by the by laws, the chairmen are members of the board of directors, and have a thority to select their own helpers.

Speaking further on the question of resawed hemlock, George H. Chapman said he does not think there will be much opposition to this change, as he believes the consumers will be glad to get away from the resawed stock and that the manufacturers will have only themselves to fight.

The meeting then adjourned.

### Entertainment

It was followed in the evening by a very sumptious banquet in the equipment of the hotel, and externoment was provided by special entertainers as well as gifted needers of the association.

The entertainment program is an charge of R. E. McLean and B. J. Goodman, both well-krewn members of the association, who besides their knowledge of lumbering, also have a knowledge of various methods of entertaining in different capacities. Their efforts were of pronounced success.



## Flood Conditions Serious



The Mississippi river at Memphis continues to rise and it is officially predicted that a stage of 44.5 feet will be reached here by the end of the current week. Already there is much interference with the manufacture of hardwood lumber along Wolf river in North Memphis as well as along the Mississippi in New South Memphis. A number of firms in the latter territory have found it neces sary to remove their stocks of lumber to high ground to prevent over flow as private levees have in more than one instance given away under pressure from the Mississippi. It is expected that conditions will gradually become worse from the standpoint of local hardwood lumber interests until the crest of the rise has been reached and that it will be some time thereafter before there can be a resumption of normal operations. The water will not go as high as it dod when the record was established here several years ago, but the river will be the second highest ever known, with consequent serious interference with every phase of the manufacture and distribution of southern hardwoods.

The Mississippi promises to reach the highest stage ever known at Helena, Ark., and conditions on the Arkansas side of the Mississippi are extremely unfavorable, partly as a result of the strain on the levees protecting the lowlands from high water and partly as a result of the breaking of levees and the overflow of Arkansas, White and Black rivers. Several towns in Arkansas have already been completely inundated by the breaking of levees and the fear is entertained that further serious injury will result from the same cause to other towns as well as to a vast area of country. A large part of southeastern Arkansas is already under water and lumber interests in that territory are undergoing serious loss owing to high water in Arkansas, White and Black rivers. Many plants have found it necessary to suspend operations and further developments in the same direction will not be at all surprising. The outlook is described as particu larly grave at Arkansas City, where the highest water on record is shown. Clarendon, Ark., is already largely under water and Newport has suffered severely as a result of imperfect levees. Reports from the Mississippi side indicate that the levees will hold. It is recognized by officials that there are weak spots around Rosedale and Beulah, Miss., but assistance is being rushed to these places and those in charge of maintaining these embankments say that it will be possible to keep them intact.

There has been much interference already with west side lines. Practically all of the roads from Memphis west have had their tracks washed out at some point. All of them are forced to run through more or less water in keeping up their schedules. Enormous forces of men, however, have been rushed from place to place, with the result that tracks have been repaired very quickly where water has washed them out. It is necessary for the west side lines to do a great deal of detouring and to resort to other measures to keep their trains going. However, west side traffic is being handled in an almost normal manuer, except for the delays in maintaining schedules. Reports from Earle, Ark., indicate that the Crittenden Railroad is out of commission as a result of the overflow. This is a line running from Earle to Heth and is owned largely by the Crittenden Lumber Company. Various private logging lines have been rendered useless for the time being over much of eastern Arkansas and this has caused serious interference with the handling of both logs and lumber. On the east side there has been comparatively little interference with traffic, although the management of the Yazoo & Mississippi Valley line of the Illinois Central is fearful that there may be serious developments along some of its track. At some points water is already up to the top of the rails and in some few stretches it is necessary to run through water. The Yazoo & Mississippi line suffered severely in the breaking of levees at Rosedale and other points on the Mississippi side in the last big flood and it is clear that it will do so again should the levees fail to hold.

One of the most serious phases of the high water is the interruption to logging operations. These are practically impossible over a

vast area in western Mississippi, eastern Arkaisas and wes. Tennessee and portions of Louisiana. A large percentage of the log supply at Memphis and at other manufacturing centers in the Mississippi Valley states comes from these low lands and the effect on production of the interruption to logging is regarded as exceptionally serious. A prominent manufacturer of lumber here has said that he did not believe that the manufacture of lumber in the territory indicated was more than 25 per cent of normal if as much. Other members of the trade have given out similar figures and it is quite apparent that all are agreed that, whatever the decrease may be the amount of lumber being produced is only very small compared with the average. Almost every firm in the valley states is suffering from lack of logs and indications are that conditions in this respect will become worse before there is prospect of any improvement. This statement is based on the fact that the higher the river goes the more water there will be in the low lands, whether the levees break or not, vast areas being overflowed by the back water from the Mississippi and its tributaries. The scarcity of logs has been growing more acute for some weeks and the most representative members of the trade make no effort to conceal the highly unsatisfactory outlook for lumber production in the near future. In addition to the enormous territory which has been overflowed as a result of the high water in the Mississippi and its tributaries, there is also an extremely large area which has been kept thoroughly watersoaked by the continued heavy rains in the Mississippi valley. Almost no logs are being brought out and the mills able to keep in operation for the next few weeks will be subjects for hearty congratulations.

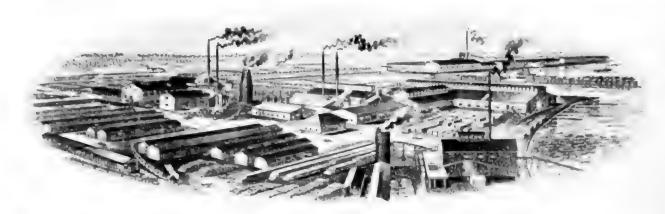
Meantime demand for lumber continues good and shipments are very much heavier than the amount being produced, with a consequent further reduction in stocks. The latter are becoming decidedly broken in a number of directions and because of this fact and because of the good demand, the tendency of prices is toward a higher level. It is estimated that gum lumber is selling at an average of \$6 per thousand above the best prices obtainable last year and the lower grades have advanced about \$5 to \$5.50, while in some of the higher grades the advance has amounted to as much as \$7 to \$8. Oak has advanced sharply and there has been a general enhancement of values. Owners of lumber realize that production is being so seriously interfered with that what they have will bring good prices, with the result that they are somewhat independent about selling and are unwilling to part with their holdings except at prices they consider remunerative. As giving some indication of the change for the better in conditions surrounding the distribution of lumber, it may be stated that one firm in eastern Arkansas, which had a considerable quantity of lumber which it either had to sell or remove to higher ground, was able to dispose of 54 cars by sending out a few quotations to its clients. Prices quoted were as high as, or higher than, any at which similar lumber had sold up to that time, but buyers came in rapidly and enabled the firm to ship lumber to ultimate destination instead of forcing it to remove it to a place of safety. Last year, with the market in the condition existing at that time, it would have been practically impossible to have given away as much as five cars of this stock, much less dispose of as much as 54 cars at an actual advance in prices.

Let every machine man have a broom, and see that he uses it at least a little now and then.

It is the man that has become an expert at putting on a belt while the machinery is going that gets injured.

No wonder pipes burst. Water in freezing exerts an expansive force of 30,000 pounds per square inch.

Guessing at measurements when installing new machinery has caused no end of trouble.



## The Northwestern Cooperage & Lumber Company

The Home of the "Peerless" Standard Brand Products

Western Office: 516 Lumber Exchange, Minneapelis, Minn GLADSTONE, MICHIGAN

Mills at Gladstone and Escanaba, Michigan

Manufacturers of the following "Peerless" Standard Brand Products: Hardwood Flooring, Staves, Hoops, Heading and Veneers, Hemlock Lum ber, Lath, Shingles, Posts, Poles and Ties, and Hemlock Tan Bark

"Peerless" Rock Maple, Beech & Birch Flooring and are said by Jealers to hold trade. We NEXT TIME

Members of Maple Flooring Manufacturers' Association. (When writing mention the Hardwood Record.)

## The Mail Bag

### B 987-Wants to Buy Hickory Sawdust

New York, N. Y. January 28. Editor Hydrowood Record. I would deem it a great favor if you could furnish me with the names of manufacturers who cut nothing but hickory. My reason for wishing to secure names of such manufacturers is to try to purchase their sawdust, and for the purpose in mind nothing else could be used but strictly dry hickory dust.

There is no doubt in my mind but what you could look up your files, if convenient, and put me in touch with such concerns.

Anyone having time sawdust to offer will be given the name at the correspondent upon request. EDHOR.

### B 988-Factory Wants to Buy Log Run Soft Maple

Indianapolis, Ind., January 29. Editor Hydrowood Reson. We wish to advise that we are in the market for some 4/4 log run southern soft maple, and will be pleased to receive best delivered prices, together will information as to age, grade and quantity.

Anybody handling this stock can have the ratio of the cover in application. List on,

### B 989-Wants to Buy Quartered Red Gum

Memphas, Tenn. Feormary 2 Editor Hambwood Rectar. We dream the norther for several curs of 4.4.5.4 and 8.4. for the curs of the saved seconds and No. 1 common quartered red gum, dry stock. If unable to procure prices on this stock, we will be pleased to have prices on plain red gum of the same specifications.

Minutactorers of goin having stock of area as some to of a will be placed in teach with this prospection store by such a HARD one Record Ladion.

### Ohio Foresters Meet

The Onio State Forestry Association held its twelfth annual meeting February 2 at Columbus. The president of the association stated in his address that the area of wooded hand in Onio new aggregates 2500 000 acres, which is one-tenth of the forested area at the first coming of white men. He recommended that planting of woodlots should go forward until one-fourth of the land area is growing trees.

### Clubs and Associations

### Chicago Secures National Convention

The board of managers of the National Hardwood Lumber Association held its regular semi-annual meeting in Chicago on January 15. The most important subject under consideration was the location and date of the nineteenth annual convention. It was unanimously decided that the meeting will take place in Chicago on June 15 and 16. While the final vote was unanimous, there was very strong inclination towards New York City, while Memphis, Pittsburgh and Richmond, Va., all presented strong claims for preference and all of them made an energetic effort to secure the convention. According to indications it looks as though the meeting for 1917 will be held in New York in the event that that city makes a bid.

There were twenty-three out of twenty-five members of the board in attendance at the meeting. The report on conditions covering the work of the association during the past several months clearly reflected the unusual activity in lumbering, as every department showed a decided gain.

There was a particularly gratifying listing of new applicants for membership, as seventy-two names of firms were proposed who had entered applications since the last meeting of the board on December 14 last. Of this number, sixty-six were passed on and accepted, thus making a total increase in membership during this fiscal year of eighty-one. The number of new members admitted a year ago was only forty-two.

The association's bulletin says that not since September, 1913, has the inspection department made a showing equalling that of December, 1915. Compared to December, 1914, the volume of lumber inspected during December of last year falls little short of being double. This is especially remarkable as there were no conditions during the month of December calculated to give it an especially high mark as a period of activity for the lumber trade.

### Box Manufacturers Meet

The National Association of Box Manufacturers met in the Auditorium hotel, Chicago, on February 2 for a three-days' session. This was the seventeenth annual meeting. At the opening session the report by F. C. Gifford, secretary and manager of the association, gave in detail the business situation of the country and its effect upon the boxmakers. It was shown during the discussion of the report that the boxmakers are paying from \$2 to \$4 a thousand feet more for lumber; that there will probably

be a severe log shortage in the North, due to the excessively cold weather; that there is undoubtedly a severe log shortage in the West due to unusual weather and that in the South probably less than half of the mills are operating and within three months it is possible that only 25 per cent of the mills will be operating on account of a log shortage due to the flooded condition of much of the southern country; that buyers expect increased prices and are eager to sign contracts for two years in advance instead of one year as is the custom; and that higher prices pervade the entire business atmosphere of the United States in every branch of

The advisability of issuing periodical bulletins giving the sizes and prices of boxes sold was discussed. The issuing of selling lists with discount sheets was considered.

The treasurer's report showed a balance of \$9,000 on hand, and the financial situation excellent.

The old subject of standardizing boxes was brought forward again, and with it the related subject of testing boxes to see that they conform to

The statement was made that railroads appear to be anxious to secure the use of strong containers for the shipment of merchandise, thereby to lessen the loss which the railroads must make good. This attitude on the part of public carriers promises well for the makers of wooden boxes.

The manner in which boxes are tested at the Forest Products Laboratory at Madison, Wis., was described in an address by J. A. Newlin of the Forest Service.

The selection of the board of governors resulted as follows:

The selection of the board of governors resulted as follows:

E. B. Varney, Fall River, Mass.; J. F. Mastersen, New York: J. L. Deeker, Baltimore, Md.; T. J. Hightower, Jr., Atlanta, Ga.; H. W. Embry, Louisville, Ky.; H. E. Montgomery, Buffalo, N. Y.; Bert Hanna, Detroit, Mich.; B. F. Masters, Chicago; J. W. Jarboe, St. Louis, Mo.; S. B. Anderson, Memphis, Tenn.; C. F. Yegge, Chicago; F. S. Knapp, Omaha, Neb.; D. S. Goodwillie, Chicago; F. C. Gifford, secretary of the association, Chicago; E. H. Defebaugh, secretary of the board, Chicago; R. S. Kellogg, secretary of the National Lumber Manufacturers' Association, Chicago; J. E. Rhodes, secretary of the Southern Pine Association, New Orleans, La. The summer meeting will be held at Atlantic City in July, the precise data to be announced in due time.

date to be announced in due time.

#### Association Officers Elected

The board of directors of the Lumbermen's Association of Chicago met on February 1 and elected officers for the ensuing year. The choice was

PRESIDENT-Herman H. Hettler of the Herman H. Hettler Lumber

Company.

Vice President C. H. Worcester of the C. H. Worcester Lumber

Company.
VICE PRESIDENT C. H. Worcester of C.
Company.
TREASURER—George D. Griffith of George D. Griffith & Co.
SECRETARY—E. E. Hooper.
This is Mr. Hettler's second term as president of the association. He Indiana, June 17, 1862, and he lived in that state until he was sixteen years old, when he moved to Chicago, which has been his home ever since. He began active life in the lumber business, but in a somewhat subordinate capacity, for his first employment in Chicago was in the lumber office of Gardner & Spry, where he performed the duties of general office boy. He was not an absolute stranger in the lumber business, at least indirectly, even at that early period, for his father, Capt. C. Hettler, was for many years connected with the lumber department of the Pennsylvania railroad west of Pittsburgh.

In 1903 the Herman H. Hettler Lumber Company succeeded the Edwin

S. Hartwell Lumber Company. Mr. Hettler had been vice-president of that company, and with the organization of the new company he became president. At the time he served his first term as president of the Lumbermen's Association of Chicago he was vice-president of the Hartwell Lumber Company.

The yard of the Herman H. Hettler Lumber Company at 2601 Elston avenue, Chicago, is one of the largest in the city. The selection of Mr. Hettler as president of the association guarantees a term of aggressive work.

C. H. Worcester, the newly elected vice-president, is acquainted with the lumber business from top to bottom, and the association is fortunate in securing his services as an officer. He operates sawmills at Chassell and at Ontonagon, Mich., and is otherwise extensively interested in the lumber business. He was recently selected to go before the Federal Trade Commission to represent the interests of lumber before that body.

The choice of George D. Griffith as treasurer was a re-election to that important office. He is at the head of George D. Griffith & Co., well known lumber wholesalers in Chicago. He has lived in that city since a small boy, and he found his way early into the lumber business through his employment in the supply department of the Chicago, Rock Island & Pacific Railway Company. He went through practically all of the stages of the lumber business from the lowest to the highest, thereby gaining experience of the greatest value. His office is room 805, Lumber Exchange building, Chicago,

E. E. Hooper, the re-elected secretary, has held that position for a quarter of a century, and has been a witness of growth and change in Chicago's lumber history for a long time. He was an experienced man in the work as lumber secretary before he became identified with the Lumbermen's Association of Chicago.

### North Carolina Forestry Association's Sixth Annual Convention

The North Carolina Forestry Association has just closed the most successful year in its history. The report of the secretary, J. S. Holmes of Chapel Hill, before the sixth annual convention of the association, recently held in Newbern, calls attention to the fact that five laws intimately affecting state forest conservation were enacted at the last session of the general assembly. The most important of these was the one inaugurating a state forest fire protective system. Although no appropriation was made to carry out the provisions of this law, two co-operative areas have been already started in the western portion of the state, while two or three more are in process of organization. The federal government has assisted by an apportionment of \$2,000 under the Weeks law, and federal patrolmen were employed during the past fall. The association was urged to leave no stone unturned to secure an adequate state appropriation from the legislature next winter.

The address of President Nathan O'Berry, who is also president of the North Carolina Pine Association, dealt with the need for educational and propaganda work, for which the association was largely formed.

W. W. Ashe of the U. S. Forest Service addressed the convention on "The Future Use of Pine Lands." Mr. Ashe said that the largest operators should at least set the pace by employing capable technical men. Furthermore, the North Carolina Pine Association might well employ a man to confer with private owners. These men could act under or with the cooperation of the state foresters.

C. C. Smoot of North Wilkesboro, a large timberland owner and manufacturer of tanning extract and leather, after comparing the present esti-







CAGO LUMBERMEN'S ASSOCIATION



BERMEN'S ASSOCIATION

The state of the state of the

Respectively. The state of the

### Prepares for Titanic Southern Rate Struggle

We could be a from Memphs and southern preducing piones in tentral Freight Association territory and intermediating piones in tentral Freight Association territory and intermediating piones in tentral Freight Association territory and intermediation that the first tentral Western trunk line territorial products and the solution of the characteristic forms to be a few of the characteristic forms to be a few of the characteristic forms the characteristic forms the characteristic forms the characteristic forms to be a few of the characteristic forms the few of the few o

The Southern Hardwood Traffic Association has opened its branch office at Louisville in charge of Leroy Halyard, who was, until recently, assistant of J. H. Townshend, secretary-manager of that organization. The principal object in opening this branch is to give more prompt and more efficient service to the members of the association at that point and in that territory. This is the first branch of the Southern Hardwood Traffic Association which has been opened so far, but if it proves such that the southern has been opened so far, but if it proves such that the southern has been opened so far, but if it proves such that the southern has been opened so far, but if it proves such that the southern has been opened so far, but if it proves such that the southern has been opened so far, but if it proves such that the southern has been opened so far, but if it proves such that the southern has been opened so far, but if it proves such that the southern has been opened so far, but if it proves such that the southern has been opened so far, but if it is the southern has been opened so far, but if it is the southern has been opened so far, but if it proves the southern has been opened so far, but if it is the southern has been opened so far, but if it is the southern has been opened so far, but if it is the southern has been opened so far, but if it is the southern has been opened so far, but if it is the southern has been opened so far, but if it is the southern has been opened so far, but if it is the southern has been opened so far, but if it is the southern has been opened so far, but if it is the southern has been opened so far, but if it is the southern has been opened so far, but if it is the southern has been opened so far, but if it is the southern has been opened so far, but it is the southern has been opened so far, but it is the southern has been opened so far, but it is the southern has been opened so far, but it is the southern has been opened so far, but it is the southern has been opened so far, but it i

### Furniture Federation Meeting

Federation of Furniture Manufacturers at Grand Rapids, Mich., a paid secretary was elected in the person of A. C. Brown. A paid traffic manager. Mr. Bather, was previously employed to look after transportation affairs. The former secretary, L. D. Waters, served without pay and carried on the heavy work of the association in addition to that connected with his own business, and it was a great relief to him when the association took that load off of him. The president Robert W. Irwin, has been largely instrumental in building up the association and placing it on a rum foundation. The only paid officers in the association are secretary and traffic manager.

President Irwin made a verbal report at the Grand Rapids meeting that the federation's committee and the committee of the National Hardwood Lumber Association had agreed upon a report regarding the long controverted matter of inspection rules, and the report will go to both associations for ratification. The National Federation of Furniture Associations with the control of the case of the control of the control of the case of the control of the control of the case of the case of the control of the case of the c

### Evansville Club Meeting

The regular monthly meeting of the Evansville Lutt'ermen's Club of Evansville, Ind., was held on Tuesday night, February 8, at the Y. M. C. A. building. A splendid luncheon was served. The meeting was in the nature of a follification over the recent election of the club's president, Daniel A. Wertz, as president of the Indiana Hardwood Lumbermen's Association at the annual meeting held at Indianapolis. The local members warmly congratulated Mr. Wertz over the new bonor. Secretary Taylor reported a few new members and several others are in prospect, it was unformed.

### Lumbermen's Association Listens to Federal Trade Commissioner Hurley

For a problem of the control of the

More than a subject of the second of the sec

### Will Hold Important Concatenation

Here P. Weit vice, every constitution of Monta is territory writes Hereige Every that it, the constant of the Section Retail Limiter to the vector is every constitution of unusual proportions. Mr. Webs has been busily engaged in perfecting plans for every detail of the event, which promises to be something entirely out of the ordinary.

Great interest is attached to this meeting all over official Hoo Hoodom, Secretary to Universe John Secretary Secretary Tree area Tennant of St. Louis will be present.

As Memphis was selected at the twenty fourth annual meeting in 8an Francisco to be the place of meeting for the twenty-fifth annual, to be to discourse to to the least of the extreme organization will be correct if this concatenation to project for the annual.

### Memphis Club Takes Action on American Merchant Marine

The Lumbermen's Club of Memphis, at the regular semi-monthly meeting held at the Hotel Gayoso Saturday, January 29, adopted resolutions offered by the river and rail committee in regard to an American merchant marine by unanimous vote. The club by its action went on record cas favoring the development of an American merchant marine in the quickest possible time so as to relieve the intolerable situation now stifling the export lumber trade." It expressed itself as being in favor of the plan proposed and advocated by the chain or of Commerce of the United States or any other plan, "whether by direct subsidy or otherwise" which would bring about the desired results. The secretary was instructed to send a copy of these resolutions to the President of the United States and to senators and congressmen from this territory and also to the committee on merchant marine.

The club also passed resolutions favoring a new postoffice at Chicago, this action being taken with a view to facilitating the handling of mall in this territory, much of which is distributed from the Windy City. The club was requested to take action by the interstate committee on the new Chicago postoffice.

An invitation to the president of the club and to two members to attend the annual of the National Wholesale Lumber Dealers' Association at Philadelphia March 15-16 was read.

George C. Ehemann, chairman of the river and rail committee, gave some pertinent information regarding export declarations on lumber going to Europe or to Canada. He said among other things that it was necessary that these declarations be signed in all cases and that forms could be obtained from the deputy collector of customs here and that they could be sworn to before that official instead of making it necessary to go before a notary.

Erskine Williams of the W. A. Stark Lumber Company was elected to active membership. Five associate members were elected as follows: L. P. DuBose, Lamb Fish Lumber Company, Charleston, Miss.; P. A. Gilbert, Wisconsin Lumber Company, Chicago; J. B. Utley, Utley-Holloway Company, Chicago; B. F. Dulweber, Cincinnati, and A. M. Richardson, A. M. Richardson, Lumber Company, Thelena, Ark.

S. M. Nickey, president, occupied the chair at this meeting. There were fifty seven members and visitors present. The usual luncheon was

### Wisconsin Traffic Meeting

The traffic meeting of the Northern Hemlock & Hardwood Manufacturers' Association, with C. C. Collins, W. R. McCaul and E. Moerke, Wisconsin burbermen, met at Madison, Wis., on January 31 and February 1, to watch developments in the Tittemore case. According to the association bulletin appearances were entered on behalf of the association in order that the interests of the members might be protected should occasion arise during the progress of the hearing.

Mr. Tittemere in his opening statement to the commission endeavored to force the issue of the carriers being placed upon their proof first as to the proposed advances. Such order would make it incumbent upon the protestants to follow the carriers, leaving the Tittemere case to follow immediately after the carriers and protestants had closed on the advance rate situation.

Mr. Tittemore was overruled by the commission and was requested to proceed with the proof of his formal complaint.

After the announcement of some withdrawals from the case, counsel for the carriers stated that they would much prefer the Tittemore case being heard first, inasmuch as upon the determination of that case depended to a very large extent what pressure would be brought to bear in order to scoure the advances sought on certain commodities on the advance

rate case, intimating that there were some commodities among these which would not be advanced if nothing harmful came to the carriers as a result of the Tittemore case.

### Hoo-Hoo in Buffalo

There is an effort on foot again to put life into the Buffalo membership of the Order of Hoo-Hoo. It is a thing that has to be done about as often as there is a meeting in late years. Many of the members dropped off permanently during the past few years and it will be a task to reclaim them. There are members who are willing to make much sacrifice in its interest, so when Supreme Scrivenotor J. H. Tennant proposed to give an address on the subject a meeting was held on February 3, about thirty old members attended, some of them from other towns.

J. B. Wall took charge of the meeting and most of the leading members  ${\tt gav}_e$  their views on the subject. A good dinner put them all in fine humor. Mr. Tennant spoke of the work in the West and Southwest. He said that if there were nothing valuable in it lumbermen would not give their time and money in that interest as they were doing. He believed that the reorganization had already placed Hoo-Hoo on a firm financial foundation and that the objectionable element in the old membership was gone.

He was followed by Charles Kammer, Supreme Jabberwock, who expressed entire confidence in the future of the order and exercised his authority by appointing C. H. Stanton vicegerent for the present year. Much of his time was taken in putting New York City, from which he had come, in line for the annual meeting of next year. He invited the Buffalo members to go with the New York delegation to Memphis this year and help bring the 1917 meeting eastward.

There were numerous responses by local members, among them being Fred T. Peitch of Cleveland, formerly of Buffalo; W. A. Perrin of Blakesley, Perrin & Darling; Hugh McLean of North Tonawanda; C. W. Betts, city councilman; A. W. Kreinheder, I. N. Stewart and John A. Murphy. Nearly all spoke in favor of reorganization. Some questions from Mr. Betts brought out from Mr. Tennant the statement that he boped by the September meeting to get all financial difficulties out of the way. About half of the debt incurred by bad management and irregularities was already paid. A benefit fund of \$100 to each member was soon to be increased materially.

A committee on organization was elected, composed of C. H. Stanton, J. B. Wall, J. A. Murphy, Hugh McLean of North Tonawanda, and Henry Adema.

Date for Hearing Fixed

Notice sent out from the secretary's office of the National Lumber Manufacturers' Association in Chicago says:

Manufacturers' Association in Chicago says:

In accordance with the request of the principal attorneys in the handling of the case before the Interstate Commerce Commission under Docket No. 8131. Commissioner Meyer has decided to hear the case personally at one hearing, to be given in Chicago some time after July 1. This is the most important step yet taken in the preparation of this case. While July 1 now seems a considerable time in advance, it will not be any more than is needed for the compilation of all the traffic statistics that will be required, and the full preparation of the arguments by the attorneys. The holding of only one hearing in this case, and that to be a continuous one in Chicago, until the investigation is completed, makes possible a very much more consistent and effective presentation of the arguments than would be possible through any other means.

### Gum Association Officers Meet

The first meeting of the board of governors of the Gum Lumber Manufacturers' Association for the year was held at Memphis Saturday, February 4, with the following gentlemen present: H. B. Weiss, L. P. DuBose, F. E. Gary, F. K. Conn, M. B. Cooper, J. W. McClure, C. L. Harrison, F. B. Robertson, F. R. Gadd, E. A. Lang, T. W. Fry and R. M. Carrier. As showing the vast amount of interest in the work of this organization it may be stated that all members of the governing board were present with the exception of B. F. Dulweber, Cincinnati, who was absent on account of illness, and W. E. DeLaney and W. B. Burke, who were prevented from coming by business engagements made before the date for this meeting was announced.

A special committee was appointed to formulate rules for figured red gum. F. K. Conn. Bayou Land & Lumber Company, Cincinnati, is chairman, while the other members are W. L. Crenshaw, M. B. Cooper and S. M. Nickey, all of Memphis, and L. P. DuBose, Charleston, Miss.

A special committee was also appointed to investigate the spread of values between the various grades and the various thicknesses of plain and quartered gum. T. W. Fry, St. Louis, is chairman. The other members are E. A. Lang, B. F. Dulweber, W. E. DeLaney, F. K. Conn and George D. Burgess.

The committee which has been investigating the affiliation of the Gum Lumber Manufacturers' Association and the Commercial Rotary Gum Association was empowered to close the negotiations in accordance with its ideas. This very important matter has been entrusted to the assessment committee, composed of the following: J. W. McClure, chairman; T. W. Fry, W. B. Burke, S. M. Nickey and W. E. Hyde. It is regarded as practically certain that the affiliation plan will be worked out and that the two bodies will thus be brought into much closer relations. In this connection, it may be stated on the authority of J. M. Pritchard, secretary of the Gum Lumber Manufacturers' Association, that a special department will be maintained for service in behalf of the Commercial Rotary Gum Association. Special information will be issued



A Tidewater Logging Operation at

## HOLDING PRICE

Good ground, highest quality timber, everything that makes for value and for cheap and profitable logging.

There are about **one hundred and twenty-five millions** on the present compact tract, which lies in front of an area almost as well forested and more than three times as large. The price is

## Less Than Two Dollars per thousand feet

Logging, towing and delivering to market, including interest and depreciation, under proper management, would be less than \$5.50 per thousand feet.

The logs, camp run, on a normal market, should average at least \$11 per thousand feet, owing to their exceptional quality.

Hence, the **net profit** to competent operators would be \$3.50 per thousand feet, or 175 per cent on a \$2 investment.

With the turning of the tide such opportunities will disappear from the market.

We have our own detailed estimates, reports and topographic maps on this property—WE KNOW ITS WORTH.

Application to one of our officers will bring complete information to bona fide investors.

## James D. Lacey & Co.

## Timber Land Factors Since 1880

Chicago, Ill., 1750 McCormick Building

Portland, Ore., 1310 Northwestern Bank Building

> Seattle, Wash., 1009 White Building

### Cincinnati Club to Change Charter

general civic organization which considered the rapid transit matter, recommended to the club that favorable action be taken and his advice was adhered to.

The club decided to call a meeting of the organization for March 6, to dissolve the corporation of the Lumbermen's Club of Cincinnati, in order to reorganize on a basis more in keeping with its aims and intents. New incorporation papers have been filed with the secretary of state which would make the Cincinnati Lumbermen's Club an organization of one not for profit instead of an association for profit.

The river and rail committee reported that the Louisville & Nashville railroad would now permit reconsignments of lumber shipments at Cincinnati on a payment of a \$5 fee for the reconsignment privilege.

## With the Trade

Change in Arkansas Company

J. Fullbright of Fayetteville recently bought the interest of J. M. Williams, also of Fayetteville, amounting to \$65,000, in the J. H. Phipps Hardwood Lumber Company of that city. Mr. Fullbright also at the same time purchased stock in the company from J. H. Phipps in the sum of \$10,000, and from W. P. McNair in the sum of \$2,700. The transfer of this stock is the forerunner of considerable changes and enlargements in the company's future business plans. In the last annual statement, the company's assets were shown to be \$474,981.15, with a surplus of some \$60,000. In the near future the capital stock of the company is to be increased from \$250,000 to \$400,000 and additional money is to be put into the business. The company heretofore has manufactured spokes and handles, catering for the most part to wagon and plow trade. In the future it is planned to manufacture extensively automobile spokes, etc., and increase the output of the factory materially. The Fayetteville plant will be enlarged, the capacity and efficiency of the company's other mills along its railroad, which extends through parts of Madison and Franklin counties, will also be increased.

Wisconsin Lumber Company Sells Huttig, Ark., Mill

The Wisconsin Lumber Company of Chicago Las sold its mill at Huttig, Ark., to the Frost Johnson Lumber Company and the latter will use the plant for the manufacture of yellow pine. When the Wisconsin Lumber Company acquired this property five years ago it made contracts which were not carried out in full, and this is given as one reason for deciding to sell, but the determining factor was the manner in which rates on hardwood logs and lumber have been advanced in southeastern Arkansas. F. R. Gadd, vice-president of the company, is authority for the foregoing information given out while he was in Memphis.

### Further Facts Regarding Knoxville Veneer Company

The principals of the Knoxville Veneer Company, Knoxville, Tenn., wrote Hardwood Record at the time of last issue, giving details of the reincorporation of that organization. The information arrived too late for use in the issue of January 25.

William H. Bohner, formerly of the C. B. Atkin Company of Knoxville, takes charge of the Knoxville Veneer Company as general manager. Mr. Bohner and his work with the Atkin Company are well known throughout

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Little Rock Company Acquires High Grade Timber

The second of th

Mr. Watrons completed his arrangements and says it will be but short time after the rails have arrived on the scene when the road will be in operation. The tract is adjacent to the Rock Island line, or at least, the

Big Operation for West Virginia

When it is the first of the Wilderness Lumber Company, formerly called the Monger Lumber Company of Russellville and Charleston, W. Va. The Monger company, as it was known at the time the transaction was made, bought a large boundary of timber of the Foulke Estate several years ago, in fact, enough timber was provided for a ten years' run.

The Meadow River Railroad, or rather the Sewell Valley Railroad, will extend its fine ten miles down Meadow River to Miller's Ferry in order to give the Wilderness Lumber Company an outlet for its lumber. The plant will be erected three miles below Russellville at Miller's Ferry, at which place the mills of the company will be erected. Surveys are being made now preparatory to general building operations to provide proper housing facilities for the operators. It is reported that the band sawmill to be constructed will be one of the largest in the state. It will probably be a double band.

Details of the operations of this company are given by the Allis-Chalmers Manufacturing Company of Milwaukee, Wis., which firm provided all the sawmill machinery.

In analyzing the operation, the Allis-Chalmers company says that the company own about 20,000 acres of virgin timber, principally oak, poplar and hemlock; that some of this timber is very large, running up to seven feet in diameter. The sawmill is located about seventy-five miles southeast of Charleston, W. Va., and it is expected to have the logging road completed about May 1.

The Allis-Chalmers Manufacturing Company secured the contract for all sawmill equipment and orders have already been placed for the logging equipment, including Helsler geared locomotives. The sawmill building proper will be 60 feet wide by 223 feet long, with a re-manufacturing plant addition 28 feet wide by 46 feet long. A 600-foot timber dock behind the mill will afford excellent facilities for loading onto cars. The power plant will be of steel and concrete construction, all other buildings being of wood construction with steel siding and roof.

The description of the sawmill shows that the machinery will be of the latest design, including many features new to mills of that section. Certain details of the designs make it require considerably less power to run the rolls and add to the life of the gears. Also exclusive features having to do with lubrication necessitate much less attention than the ordinary types of boxes. The principal sawing units in the sawmill proper are two eight-foot Allis single cutting band mills, two No. 2 sixty-six-inch Allis one-piece frame edgers, a five-saw four-foot slab slasher, and a ten-saw twenty-foot under-cut trimmer.

The logs will be railroaded to the mill and dumped into the log pond for storage. The long logs will be handled on the right-hand mill, which will take logs up to thirty-eight feet. This also will cut logs of the large dlameters. A three-block fifty-two-inch opening carriage to handle twenty-four-foot logs with twelve-inch shotgun feed will be installed on the left side, while the right-hand carriage will be sixty-inch opening with four blocks and a fourteen-inch feed.

The feature of the trimmer will be the spacing of the first two saws one foot apart in order to trim the odd lengths. Provision is made for taking stock direct from the edgers to the timber dock, where it is not desired to transfer to lumber sorter.

The lumber sorter will be 130 feet long. All stock sixteen feet and less in length will be taken care of on one side, and over that length will be taken care of on the other side.

The re-manufacturing plant contains a four-saw Allis lath bolter, a five-saw Allis lath mill and lath binder and trimmer, and it is intended to pick stock for these machines out of the conveyor behind the slab slasher. In connection with the sawmill there will be an electrically driven planing mill, machine shop and dry kiln.

Peter Carroll of Charleston, W. Va., is president and treasurer; A. Bringardner, Columbus, O., vice-president; H. L. Kirtley of Charleston, secretary. The offices will be in the Union Trust building, Charleston, W. Va., in connection with the Peter Carroll Hardwood Company, of which Mr. Carroll is also president.

### Boner-Mills Lumber Company, Inc.

The Boner Mills Lumber Company, Inc., manufacturer and wholesalet of hardwood lumber, located at Asheville, N. C., advises Hardwood Record of the purpose and personnel of that recently established institution.

The company is composed of C. H. Boner, secretary and treasurer, and W. J. Mills, president. Mr. Boner has for two years been in charge of the sales of the Case-Fowler Lumber Company, Macon, Ga., while Mr. Mills was vice-president of the same company.

It is the intention of the firm to manufacture in a small way and to wholesale hardwoods. Already several good mill connections have been established in western North Carolina and eastern Tennessee, and aside from these connections, a general wholesale lumber business will be worked up. Later it is expected that the company will operate a mill of its own.

Mr. Boner was closely identified with the New York market for about ten years, and will look after the sales and the office end of the business. Mr. Mills will take care of the operating and buy the lumber.

### Southern Company to Erect Planing Mill

The Sunny South Lumber Company, Brookhaven, Miss., has found that owing to increased business it is compelled to creet a new planing mill in connection with this operation. To this end provision has been made for the purchase of up-to-date machinery which will replace old machinery throughout the entire plant.

### Bay City Firms Elect Officers

The annual meetings of the Kneeland Eigelow Company, Kneeland-Lunden & Bigelow Company and the Kneeland-Cooper Company were held on Thursday, February 3, at Bay City, Mich. Important changes in the officials of all three companies were necessary on account of the recent death of D. M. Kneeland, who was president of the first two companies and largely interested in all three.

The officers elected for the first two companies were: Charles A. Bigelow, president; Herman Lunden and Pierson Kneeland, vice-presidents, and Walter N. Wrape, secretary and treasurer. The directors of these two companies were the first three named men.

The officers of the Bigelow-Cooper Company are Charles A. Bigelow, president; Herman Lunden, vice-president; James Cooper, secretary and treasurer. Directors are: James Cooper, R. S. Cooper, Herman Lunden, Pierson Kneeland and Charles A. Bigelow.

The annual statement showed all three companies to be in a most prosperous condition.

#### One Man Sells Lamb-Fish Hardwoods All Over the Country

Hardwood Record is pleased to have the privilege of presenting herewith a portrait of Morris H. Welsh with the Lamb-Fish Lumber Company, Charleston, Miss. Mr. Welsh is the only man that the Lamb-Fish Lumber Company employs regularly as a traveling representative. Working from the Charleston office, he covers ten or twelve of the central and western states. Mr. Welsh is familiar with eastern lumber markets as well as southern sawmills, as he had made his home in Memphis for two years prior to the connection with the Lamb-Fish Lumber Company.

Mr. Welsh is a nephew of the Wall brothers of the Buffalo Hardwood Lumber Company, Buffalo, N. Y. In fact, he started in the lumber business with his uncles and operated there for ten years. He was with his two brothers in the Welsh Lumber Company, Memphis, for two years previous to taking up the sales work for the Lamb-Fish Lumber Company.

### Evansville Veneer Company Plant Partially Destroyed by Fire

The main part of the factory of the Evansville Vencer Company, Kentucky avenue and Division street, Evansville, Ind., comprising the sawed vencer department and the drying department, was destroyed by fire Saturday night, February 5, and the fire department had a hard time saving the balance of the plant. The warehouse with the company's large stock was saved. The loss is placed at about \$40,000, partially covered by insurance. The burned building will be rebuilt as soon as possible. The fire is believed to have started from a drawing machine. A fire starting early in the evening was put out, but started again in the night. The damage from the first blaze early in the evening was only \$100. Nine men were at work in the building at the time the second fire broke out and so quickly did the flames envelop the entire place that the men barely escaped being overcome by the smoke and flames.

The Evansville Veneer Company passed into new hands less than a year ago and the company is now managed by George O. Worland, secretary and treasurer of the company. The president, Charles W. Talge, with his wife, has been spending the winter in the West. Mr. Worland says the fire hits the company especially hard at this time, as the factory was being worked full time and in addition to this the company was taking the output of several other veneer factories in the United States. The factory of the local company was one of the largest in the Middle West and contained the latest and most modern machinery. The company has been extremely busy during the past two months and indications pointed to a fine trade throughout the year.

### Change in Medford Veneer Company

It is announced that J. T. Edwards, who has been prominently connected with the Medford Veneer Company, Medford, Wis., for years, has severed his connection with that company, selling out his interest to L. A. Maier of Mellen, and that Mr. Maier has been elected secretary and treasurer of the company. Otto Griesser has been re-elected president of the company.

### A. H. Gladden

A. II. Gladden of Indianapolis, Ind., died at his home, 1421 Park avenue, on February 1. Mr. Gladden was one of the old school and had a multitude of friends in the lumber business. He was president of the Gladden Lumber Company, Indianapolis, large dealers of Indiana and southern hardwoods, but retired from active life about six years ago. He had not been in good health for the past five years, and among his close associates his death was not unexpected.

He is survived by a widow, Martha J. Gladden; a daughter, Mrs. C. E. Welshaus, and three sons, C. S. Gladden, in the hardwood business at Momphis, Tenn.; O. W. Gladden, Alexandria, La., and Oscar Gladden of Manitowoc, Wis.

### Re-Elected Head of West Virginia Property

George E. Breece, mayor of Charleston, W. Va., was recently re-elected president and general manager of the West Virginia Timber Company, Charleston, at a meeting of the stockholders held in Cleveland, O. The other officers are: Abney G. Webb of Cleveland, vice-president; J. Henry, Cleveland, secretary and treasurer, and J. W. James, Charleston, assistant secretary.



M. H. WELSH, WHO COVERS MANY STATES FOR LAMB-FISH LUMBER CIMPANY, CHARLESTON, MISS.



GEO. E. BREECE, MAYOR OF CHARLESTON, W. VA., RE-ELECTED PRESIDENT WEST VIRGINIA TIMBER COMPANY.



THE LATE A. H. GLADDEN, WELL KNOWN IN HARDWOOD CIRCLES IN THE MIDDLE WEST.



Utley-Holloway Company Spreading Out

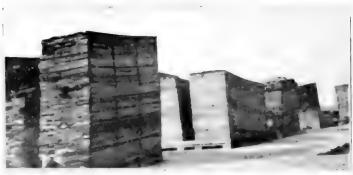
Lumber Company, and Glen H. Holloway, formerly of the Holloway Hardwood Lumber Com- $S = -\frac{H}{2} \left( \frac{\partial x}{\partial x} + \frac{\partial x}{\partial y} + \frac{\partial y}{\partial y} \right) + \frac{\partial y}{\partial y} + \frac{\partial y}{\partial$ 

ere of the state o at the time of the incorporation, which showed of the time of the incorporation, which showed

The street of the street branches of practical lumbering, serving at the mill and yards of the Edward Hines Lumber Company, doing work at the International Harvester Company, W. O. King & Co., and then with the Kerns-Utley Lumber Company.

Mr. Holloway has been in the atmosphere of lumbering all his life, coming from a family of lumbermen, and having personally supervised the operation of mills in Indiana. He also served

ter v. with the Fullerton Powell Hardwood Lumber Company, South Bend, Ind., prior to eastern trade. Mr. Rugg will be located at Jamestown, N. Y., from which W. p. 1 Was



THE USER'S HOLDOWING COMPANY BETHALLS IN PROPER S10 1.150 SD 111 180

 $\gamma = \Pi \rightarrow a \ c \ \Pi$  (1) or  $C = \alpha c$ Mr. I tley and Mr. Holloway have attained a position of prominence in . type, red . It is that their erganiza in the control of the cont

the increasing interests in which the company is involved and the constant expansion of its

The growing quantity of hardwood lumber that will be handled, and the expanding interest of the manufacturing end in the South, have necessitated further assistance and to this end the compact to see med the crybes of George H Official row or at the express of the W. M. Ritter Lumber Company of Columbus, O., having represented it in Illinois, Wisconsin, lowa and Michigan for several years.

Mr. Ostrander is a thorough-going lumberman, having been in the game for a substantial period. He was with the Chicago Car Lumber Company and D. K. Jeffris & Company for six years, leaving their employ December 1, 1911. With this company he worked in various capacities in the office, in charge of the city yard and later in a buying capacity and in charge of the city selling. He had been with the Ritter interests since leaving this institution.

Mr. Ostrander's work will be mainly the handling of office correspondence and detail and the working up of trade through the mail, thus enabhing Mr. Liev and Mr. Holloway to establish a closer personal contact with the manufacturing end in the South, and Mr. Utley in particular with the large buying trade at outside points.

The company has also secured the services of C. A. Rugg to cover the point he has been representing the Babcock Lumber Company of Pittsburgh



STRATING TNESUAL CLEANLINESS AND ORDERLINESS IN YARDS OF THEY HOLLOWAY COMPANY'S HELENA PLANT.



GLENN II HOLLOWAY UTLEYHOLLOWAY GLO H OSTRANDER, UTLEYHOLLOWAY JOHN B UTLEY, UTLEYHOLLOWAY COMPANY, CHICAGO, COMPANY 8 SALES MANAGER, CHICAGO PANY, CHICAGO.





# THE popular Birds Eye Maple Furniture is made from our Bleached Veneers that will not Turn Yellow.

Send for Samples

## BIRDS EYE VENEER COMPANY

Escanaba, Michigan

for several years. His Jamestown address is 41 West Fourteenth street.

Ordinarily it can be considered as more or less superfluous to say that any lumber company has made a point of the maintenance of a good grade of stock both as to technical grading and actual texture, as in the first place the company that is conscientious in this particular will naturally assume that the trade recognizes its policy, while a firm which is making capital out of a pretense in this direction is going to demand that prestige whether it is entitled to such consideration or not.

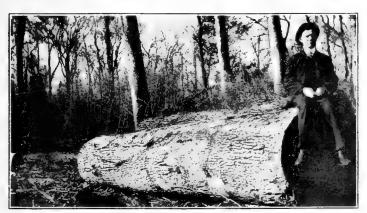
However, in the case of the Utley-Holloway Company, it was considered merely a matter of good business to work the operation from the beginning along just these lines. To facilitate the efforts to provide the best of lumber and the best of grades, the company has been aquiring increasing quantities of timber and enlarging its sawmilling operations. It now has about completed the crection of a substantial band sawmill at Helena, Ark., having started a yard at that point about a year ago where it stored lumber that was manufactured by custom mills in the vicinity. The mill will be in operation in a short time and will cut only high-class oak and ash from the company's holdings of St. Francis basin stumpage. The gum and low-grade woods will be sold in the log to veneer and box companies in that territory.

The company also operates a mill at Kanema, Ark., which is a producer of high-grade gum and elm, with a lesser quantity of oak and some ash. The reason for the manufacture of the lower-priced stuff at this operation is that due to extreme efficiency the cost of operation has been reduced to an astonishingly low figure, thus making possible profitable cutting of these woods.

The Utley-Holloway Company will market this year about 18,000,000 feet of hardwood lumber of its own manufacture, all of which stock will be handled very carefully with close attention to the necessities of the trade and with careful supervision in yarding providing for the assorting of widths and lengths. As shown by the photographs this careful handling will involve piles of unusual precision on foundations well built and on alleys well maintained so that conditions will be as near perfect as possible for the proper drying and the maintaining of right conditions in the yard under all circumstances.

### Annual Meeting of Grand Rapids Woodworking Firm

The Klise Manufacturing Company of Grand Rapids, Mich., makers of wood carvings and mouldings, held its annual meeting recently and elected the following officers: President, J. A. Klise; vice-president, F. Stuart Foote; treasurer, Martha Frick, and secretary, James Veen. Louis Warber and Charles Davies were elected to the directory.



SOME GUM OF ITS "VERY OWN." THE CLASS OF TIMBER SAWED AT THE KANEMA, ARK., MILL OF THE UTLEY-HOLLOWAY COMPANY. FROM ITS OWN LANDS.

### Baltimore Lumberman Makes Interesting Observations

John L. Alcock of John L. Alcock & Co., hardwood exporters at Baltimore, is back from a trip to the Pacific coast, during which he visited Seattle, Portland, Tacoma and San Francisco. Mr. Alcock went to the coast largely to look up some spruce for his European export trade, having lately received offers of liberal orders. He took occasion to get in touch with the lumber trade as much as possible, and brought back some distinct impressions. One of these was that the business has attained a very fair volume, and that most of the mills are busy, though the trade is also under various handicaps, some of them being due to the war and others to the closing of the Panama canal. The war tended to check business to some extent, but on the other hand also created new demands for Pacific coast woods. Thus, the Pacific coast lumbermen have been finding a wider market, especially in the territory where Georgia pine is used, the reason for this shifting being, in Mr. Alcock's opinion, that the Georgia pine mills received so many orders from foreign governments at attractive prices that they became indifferent to the domestic demand. leaving this open to the Pacific coast woods. Because of this condition, spruce, fir and other Pacific coast woods have been entering the eastern markets in increasing volume and may strengthen their hold. This has worked in a way to show the disadvantages of Baltimore as far as shipping facilities are concerned. Many of the Pacific shipping agencies are shippers as well as ship brokers, in other words, they own the commodities which they forward on their own vessels, and consequently maintain regular routes. There is no direct steamship connection between San Francisco and Baltimore, for instance, so that if lumber is shipped for any point near this city the shipment goes to New York, and is there transshipped to this port, either by vessel or rail. This consumes time and is expensive, putting a handicap upon Baltimore. The Maryland Steel Works at Sparrows Point, for example, required considerable heavy timber, such as is not now easily found in the South, but all of this lumber came by way of New York simply because the shipper of the stocks had no Baltimore-bound craft. The situation in this respect is made especially difficult just now, Mr. Alcock found, by the closing of the Panama canal, which necessitates sending shipments by way of the long route around Cape Horn. Only large vessels can take this route on account of the rough voyage, the length of time it takes, and the large space for coal needed, these considerations excluding altogether the sawmill vessels from the Cape Horn route. It is not always practical, however, to load a big ship entirely with lumber, and therefore the lumber shipper must await an opportunity to get his goods aboard some vessel as part cargo, which



GLENN HOLLOWAY GIVING MILITARY INSTRUCTION TO SOME OF THE EMPLOYEES AT THE HELENA MILL OF THE UTLEY-HOLLOWAY COMPANY.

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Memphis Firm Changes Name

Marietta Chair Company Suffers by Fire

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### Mrs. E. W. Benjamin.

Mrs. E. W. Benjamin.

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The strength is wear that Mr. I. W. Benjamin of the Cadillac Veneer Company, who passed away at the Mercy

and the Cadillac Veneer Company, who passed away at the Mercy

upon for appendicitis and complications followed, leading to death in a short time. She is survived by her husband and a daughter, nine years

Mr. and Mrs. Benjamin were married at West Andover, O., in 1899 They have been residents of Cadillac for twelve years, going to that point from Cleveland, O.

Mrs. Benjamin's maiden name was Miss Nettle McNulty and she was the daughter of Mr. and Mrs. Martin McNulty. Her mother is still living and resides at Cadillac.

### Farley & Loetscher Employes to Share in Earnings

The Farley & Loctscher Manufacturing Company, Dubuque, Ia., has Increased its capital stock from \$1,000,000 to \$1,500,000. By way of recognition and appreciation for long and continuous service and in order to reward faithful employes and essist them to become stockholders in the company and share in its profits the directors have announced their intention to arrange for an issue of special stock, for their benefit, in the amount of \$100,000. This special stock will be non-voting, full participating stock and is now open for subscription to both office and shop employes and the salesmen.

The firm has had this move in contemplation for a number of years, but only recently had its articles amended and the legal details arranged covering this issue of special stock.

## Pertinent Information

### Proposed Purchase of Ozark Oak

form of the complete of white continues located in to central division of the Ozark National Forest, is now being cruised by timbermen, with the view to buying the same from the Forest Service in the near future. The prospective buyers are located in Chicago, and are planning to utilize the timber in the manufacture of veneered products. For the entertainty of the proof of the base and the companion of the following as a first sense of the first sense will be done.

### Partial Lumber Production Figures

Here there is I show to January 22 by the I rist Serve in our those mills classified by the Service as Group 5, which includes mills cutting 10,000,000 feet and over annually, show the following partial cut in the

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11	-	104,350,000
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No see a see		222,441,000
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The first requests for reports on lumber sawed in 1915 were sept out

 to the term kind the term of the property January 22 of the control to weather the term of the term of the Regional Manuary the first of the f

### Planting Black Walnut

The Bureau of Foreign and Decree Trees Washington, D. C., con dr. that the present research of the part block walnut for timber There is no question to the control post time because all times to good for increasing the question to be valuable tree in the country. It present account and the factors proceed to call attention to the walnut supply and will thus contribute to increased planting; but any the within the part fifty we have exceed time to plant walnut, and the treat fifty we have expenses good

### By-Products of the Lumber Industry

Waste in the logging industry in the United States amounts to 15 to 20 per cent of the timber cut, or about a billion and a half cubic feet of wood annually. Sawmill waste also amounts to several billion cubic feet of wood, although not all of it is absolute waste. A buildin on the subject of lumber by products just issued by the Bureau of Foreign and Domestic Commerce, Department of Commerce, makes the claim that only 320 fect of lumber is used for each 1,000 feet that stood in the forest.

It was the prodigious waste of American forest resources that led the Bureau of Foreign and Domestic Commerce to plan a thorough study of the methods of utilizing the waste products of the lumber industry here in the United States and in those European countries that have made the most distinct progress in this line. In the older and more thickly settled countries of the old world necessity led to a careful utilization of the forests many years before the subject was seriously discussed in this country. And in these older countries many methods have been worked out that should be of value in this country now that the old-time wasteful methods have been brought into disrepute. The plan was to have the American industry profit as much as possible by the hard-carned experience of the older countries.

Unfortunately the war upset the plan completely, and there is no immediate prospect of making the proposed investigation. But as the bureau had already engaged Prof. H. K. Benson, a well-known authority on the subject, it was decided to go ahead and make a study of the industry in this country. The bulletin just issued is the result of this study. It gives a definite idea of how far the manufacture of lumber by-products has been developed in this country, how far it may reasonably be expected to develop in the future, and just what some of the problems are that confront the industry.

There is a complete review of the wood-distillation industries, the manufacture of tannin extract, the manufacture of the various kinds of wood pulp used in the paper industry, the production of ethyl alcohol from sawdust, the manufacture of producer gas, and a number of other minor products. The extent to which these industries are carried on is outlined, and in cases where an industry is not prospering a discussion of the causes for such a condition is given. Import and export statistics are included when available.

The annual production of wood pulp in the United States is valued at over \$50,000,000. Sulphite-pulp makers are considerably interested in the possible utilization of the sulphite waste liquor for the recovery of sulphur or other profitable utilization. This would result in a lowering of the cost of sulphite pulp. The manufacture of kraft pulp is also becoming well established, and is bringing about the utilization of cheaper wood.

The utilization of wood for the minor processes described in this report is not extensive. The manufacture of alcohol from sawdust has hardly passed the experimental stage, although technical men are optimistic as to the ultimate success of the process. One of the most interesting possibilities lies in the use of hydrolyzed sawdust as a carbohydrate cattle food. The use of wood for producer gas deserves more extended introduction in industrial plants. The manufacture of plastics from wood is still enveloped in secrecy, and, like the manufacture of wood flour, has apparently been developed to a much greater extent in European countries.

The new bulletin is entitled "By-Products of the Lumber Industry," Special Agents Series No. 110, and is sold at 10 cents a copy by the Superintendent of Documents, Government Printing Office, Washington, and also by the district offices of the Bureau of Foreign and Domestic Commerce

### Furniture of Eucalyptus Wood

The new Hotel Claremont, Oakland, Cal., contains 500 rooms and is furnished throughout with eucalyptus wood. The furniture was made at Richmond, Cal., from timber which grew in the vicinity. So far as records show, this is the largest bill of furniture ever made of this wood in America. It is not a native tree but was planted in California from seeds brought from Australia. About 150 species of eucalyptus are known, and a dozen or so are growing in California. Growth is very The trouble with this wood has always been due to its tendency to warp and check. It is regarded as very difficult to season, particularly such lumber as is cut from trees under fifty years old.

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RED & SAP GUM
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"TENNESSEE VALLEY HARDWOODS"

Hardwood Lumber



Hardwood Flooring

## DECATUR, ALABAMA

Eastern Representative, W. F. BIXBY, Jamestown, N. Y.

Having stood the rigid test of time and been pronounced ideal.

### Perkins Vegetable Glue

now gains still further distinction by being pronounced by United States District Court "meritorious and valuable, and a distinct advance in the art."

The Perkins patents were sustained in a decision by the court.

The Perkins Glue Company is the only company that has made of vegetable glue a perfect product.

J. M. S. Building

## Competition Stimulates Quality

A buyer's market invariably results in quality competition in manufactured goods—for obvious reasons. Quality competition without added quality to back it is disastrous—requiring more rigid guarantee of goods it means that the man not able to improve his product here and there to approach perfection is merely betting with himself on whether he will or will not have to make good on stock which, to get the order, he guaranteed.

## Perkins Vegetable Veneer Glue

allows you to make any reasonable guarantee with impunity. It does away entirely with blistered work, and can be shipped to any climate without fear—thus vastly increasing the sales field.

### Perkins Vegetable Glue

is guaranteed to be uniform, requires no hot, obnoxious glue room, will not sour, costs 20 per cent less than hide glue.

Use Perkins Glue and make your guarantee safe for you

PERKINS GLUE COMPANY SOUTH BEND, IND.

Originators and Patentees

### Hardwood Lumber Inspection

During D. onder 1915 what of despectors of the National Hardwood I amour Association (is see d. 8.7.2.602 foot of bander, and too inspectors as credited with 5,009.132 foot. The work was districted from Boston t. St. Louis and from Marine, p. is to New Orleans.

### Ontario's Lumber Cut in 1915

The Consider Lumberman and Wood endor in its February number give fight as found to a control of the crim Ottawa province last year and the year before. The output in 1914 totaled \$00,412,503 feet, and in 1915 it was 725,526.540 and in 1915 it was represented to the disturbed business conditions due to the war.

There was an increase of output in the Ottawa valley region when 1915 is compared to the year before. The gain amounted to nearly 21,000,000 feet. There was likewise a gain of 9,000,000 in the shingle production in the Ottawa valley, and of 2,000,000 in the Georgian Bay 1,2161. An abstrass of 6,000,000 was resorted in the output of the Georgian Bay region, and an increase of 8,000,000 in the Ottawa valley lath production.

### Bulletin on Ash Timber

The Forest Service has published bulletin No. 299 under the title: "The Ashes: Their Characteristics and Management," by W. D. Sterrett, forest examiner. This publication deals not only with the uses found for ash in the industries, but likewise with growing conditions and the present and prospective supply. The various species and forms of ash native to the United States are separately described, and the regions where each is found in greatest abundance are designated. The publication contains eighty-eight pages and is valuable to all persons who are interested in ash timber, plantations, lumber, and other commodities made of this wood. The ash timber of the United States is divided in five groups, white, black, are made in the united States and these contain two or more forms, and the total number of ashes in this country is placed at eighteen.

## Hardwood News Notes

### ──≺ MISCELLANEOUS ≻──

The Echecoke Furniture Company has been incorporated at Hoboken, N. J.

The capital of the Grand Rapids Show Case Company, Grand Rapids, Mich., has been increased to \$750,000.

At Lewiston, Me., the Parker Spool & Bobbin Company has been incorporated.

The Empire Woodworking Company has been incorporated at New York, N. N.

The style of the Cambridge Furniture Company, Cambridge, O., is now the Cambridge Furniture Manufacturing Company.

The Kerns-Gate Lumber Company has been incorporated at Roanoke, Va. At New York City, the Western Cabinet Company is a recently incorporated concern.

An involuntary petition in bankruptcy has been filed by the Johnson Furniture Company, Warren, Pa.

The Beckwith Organ Company has been consolidated with the Adler Manufacturing Company, Louisville, Ky., under that style.

A recently organized company at Holland, Mich., is the Holland Ladder

The Williamsburg Wood Heel Company has been incorporated at Brooklyn, N. Y., with a capital of \$25,000.

The name of the Memphis Poplar Products Company, Memphis, Tenn., has been changed to the De Soto Hardwood Flooring Company, its capitalization being \$50,000.

The Indian River Table Company has succeeded the Great Furniture Company at Philadelphia, Pa.

The Colonial Manufacturing Company, manufacturer of hall clocks, Zeeland, Mich., has made an increase in its capital from \$100,000 to \$150,000.

At Asheville, N. C., the Carolina Wood Products Company, with a capital stock of \$500,000, has been incorporated.

With a capital of \$2,000, the Unadilla Screen Door Company has been incorporated at Unadilla, N. Y.

The Hert Specialty Company to Seen incorporated at Greenville, Migh.

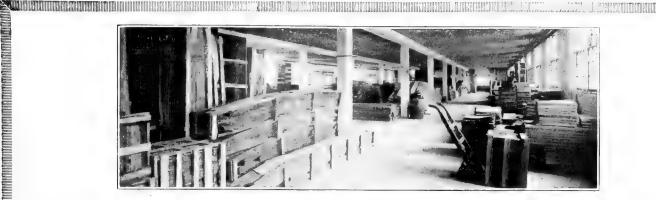
### **=<** CHICAGO **>**=

John N. Penrod of the Penrod Walnut & Vencer Company, Kansas City, Mo., passed through Chicago, spending a few days of last week here on his way from New York to Kansas City.

W. D. Young of W. D. Young & Co., Pay City, Mich., spont a day in this city a week ago.

Garrett E. Lamb of Clinton, Iowa, president of the Lamb Fish Lumber Company, Charleston, Miss., passed through Chicago last week on his way

J. F. McSweyn, president and manager of the Memphis Band Mill Com-



The taking care of our product after manufacture under 100% perfect warehouse conditions. It gets to you right.

### Importers and Manufacturers

## Mahogany and Cabinet Woods-Sawed and Sliced

Quartered INDIANA White Oak, Red Oak, Figured Red Gum, American Walnut, Etc.

Rotary Cut Stock in Poplar and Gum for Cross Banding, Back Panels, Drawer Bottoms and Panels

## The Evansville Veneer Company

EVANSVILLE, INDIANA

pany, Memphis, Tenn., made one of his frequent visits to Chicago, leaving for Grand Rapids a short time ago.

F. L. Brown of Crandall & Brown, Chicago, left last Saturday night for a week's trip as far south as New Orleans. Mr. Brown is going south in the interest of his cypress stocks. He had something mysterious to say about a mill, stating that they will probably have a more definite statement in the near future.

G. H. Holloway of the Utley-Holloway Company, Conway building, Chicago, just returned from a week's trip to the company's mill in Arkansas. He reports that the Utley-Holloway mills are especially favored in the matter of high water. Mr. Holloway says that he doesn't think there will be enough lumber shipped into the big central markets in advance of the high water to result seriously.

W. A. McLean, president of the Wood-Mosaic Company, New Albany, Ind., spent a day in Chicago last week on his way to Canada.

J. M. Attley and J. D. Attley of J. M. Attley & Co. are among the northern lumbermen who spent some time south recently, the Messrs. Attley having returned the early part of last week after an absence of several days.

 $\mathbf{H}.$   $\mathbf{H}.$  Heineman of the Heineman Lumber Company, Merrill, Wis., was one of the northern visitors to this territory recently.

J. W. Wells of the J. W. Wells Lumber Company, Menomonee, Mich., passed through the city a few days ago and stopped off for a limited period.

W. H. White of Wm. H. White Company, Boyne City, Mich., was in Chicago for a few days.

W. A. Runge, formerly of the Merrill Veneer Company, Merrill, Wis., spent several days in the city last week. Mr. Runge states that he has resigned as secretary of the Merrill Veneer Company.

Weaver Haas, manager of the Issaquena Lumber Company, Issaquena, Miss., spent several busy days in Chicago last week. Mr. Haas says that the company's stocks are moving out in very good shape and things are looking very rosy.

The Commercial Handle & Novelty Company, Chicago, has filed an involuntary petition in bankruptcy.

The capital stock of the Kellogg Switchboard & Supply Company, Chicago, has been increased to \$4,000,000.

The Weckler Boat Company is reported an involuntary bankrupt.

### **=≺** BUFFALO **>**=

The first direct report of the new movement to boom lumber as against the aggressive substitutes for it was made in the Hoo-Hoo meeting of February 3 by Fred T. Peitch, head of the F. T. Peitch Lumber Com-

pany, Cleveland. He spoke of the earnestness with which the movement had been taken up there, and gave as proof the fact that about \$250,000 had been pledged to be used in advertising and in other ways in the interest of lumber.

It is expected that a number of meetings will be held here and at other places along the Niagara frontier in the near future in order to promote the use of lumber. Speakers of prominence will be present and the meetings will have the support of the Buffalo Lumber Exchange, which has appointed a committee to devise methods of publicity. F. A. Hofheins, president of the Transfer Lumber and Shingle Company, North Tonawanda, who is a member of the advisory board of the National Lumber Manufacturers' Association, is actively interested in seeing that these meetings accomplish results.

Building permits for January in this city showed a total cost of \$510,000, as compared with \$381,000 in the same month of last year, a gain of about 34 per cent. The number of permits granted was 240, which is the largest in several years.

Taylor & Crate have been selling oak, birch and maple in fair volume lately. The firm has a large cotton crop in Mississippi, which has all been secured for the present season.

Frank F. Reilley sailed a few days ago from Yokohama, Japan, after a visit to that country and China. W. W. Reilley & Bro. report a good demand for poplar.

Anthony Miller states that the unseasonable weather has had a bad effect upon hardwood receipts from both Pennsylvania and the South during the past month. Trade is not active at present.

R. D. McLean of the McLean Mahogany and Cedar Company has lately been on a business trip to Michigan. He reports improvement in the furniture trade during the past few weeks.

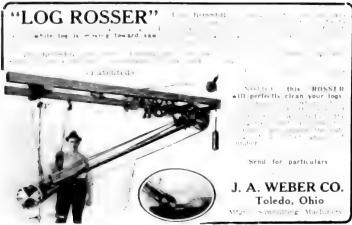
The Buffalo Hardwood Lumber Company states that prices are inclined to more strength this month and that trade, while not active, is holding up fairly well. The company has a well-assorted stock of the hardwoods now most in demand.

O. E. Yeager is the delegate of the Chamber of Commerce to the meeting of Chamber of Commerce of the United States at Washington, February 8-10. The Yeager Lumber Company reports improvement in trade in a number of bardwoods.

Miller, Sturm & Miller report that the demand just now is running largely to oak and maple.

The Atlantic Lumber Company expects to see a scarcity of hardwoods this year, owing to the severe weather in the South. Trade is not rush-





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I called Meteor I progressed by states that the hardword outpoor is good to that observers have been sowing from hand to mouth for some trace. Stocks up not large in the South and the curmiture demand this straight is expected to a good

H. L. Vetter of the National Lumber Company has returned from an eastern trip, and found a better demand for flooring than for some

### ===== ≺ PITTSBURGH >====

The E. H. Statepool Lorent Congruence I deal a special decreases and January Mr. Shreiner made a long trip through the middle and western states lately and reports orders coming in fine.

 $T_{\rm eff} = W_{\rm eff} \kappa + v (L_{\rm eff}) = r (C) \exp(a k v) + (c) \ln w (c) t = r n (w^2 - 1012) He (r) + (oulding)$ It will handle hardwood mining stocks chiefly for the present. D. L. Zundel will represent the firm on the road in tri state territory,

J. N. Woollett, president of the Aberdeen Lumber Company, has been in the 8 lith on above add datapath part two we as (H) we wrist mainly of the log gain, and of the reversion is

The McKeesport Planing Mill Company has been organized at McKeesport. Pa., and it has its plant at 1617-1627 Flith avenue in that city. Austin E. Geisel is general manager. The company will do a general business in house building lumber.

The Gray Chemical Company of Mount Jewett, Pa., has bought 4,000 acres of timber on Mill Creek near Condersport, Pa. The Turnpike Lumber Company will cut off the lumber for the Gray concern. It is estimated that there will be 10,000,000 feet of stiff timber and 75,000 cords of chemical

Kemena & Ehrheart of Ambridge, Pa., have started work on a big lumber yard in that place.

E. V. Babcock of the Babcock Lumber Company has gone to Palm Beach. Fla., with his family for a short vacation.

The Southwestern Lumber Company, which handles considerable hardwood stock, reports splendid business in January. Manager J. C. Pettit Is much enthused over the prospects for spring trade.

The Trumbull Table Company, capital \$10,000, has been organized at Warren, Ohlo, by Wm. J. and Washington Hyde, Paul L. King and others of this city. The tables for this concern will be manufactured by the King Furniture Company of Warren.

The newly-organized Satler-Hamilton Lumber Company is nicely estab-Hished in the Oliver building, and is doing a splendid business in hardwoods with the manufacturing plants up and down the local rivers. L. L. Satler, a veteran wholesale lumberman of this city, and E. B. Hamilton, president of the old Hamilton company, are at the helm.

President H. F. Domhoff of the Acorn Lumber Company thinks that prospects for good hardwood trade are excellent. January business was vetter than he expected. Stocks are low and he does not look for any lower prices on hardwood.

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### → ≺ BOSTON ≻

Let us the substitute of the first term of the street, by the intermediate 24 for 100 years of the proton in the contribution pally in the mathematic term, but the X and X are the first term of the contribution pally in the mathematic term, but the X and X are X and X are the first term of the contribution X and X are the first term of the contribution of the first term ton too he and the of \$5 ton of the part

the Letter Control of the material and the special of School on Mass. the following and or and we discrete the P -

Company of Boots is was a seriou P the control of the Landson R. Ramsay, daughter of Charles C Ray is all rivey of Bertin, and Cambridge. The Brookline, Mass., after a wedding trip to St. Augustine, Fla. Frank P. Huckins succeeded to the management of the Huckins company upon the recent death of his father, Capt. Frank Huckins.

The annual business meeting of the Massachusetts Wholesale Lumber Association, Inc., was held January 28 at Young's hotel, Boston. Officers elected were: Henry B. Fiske, president; F. G. Newton, vice-president; E. C. Hammond, secretary and treasurer. The above officers and the following water in ted as the month of discretes. Wim Bacon Wm E. Litchfield, H. W. Blanchard, Morris A. Hall, Edw. J. Hammond, Charles Holyoke H. B. Cark and Fr. 6) Scientaker - Martin A. Brown was elected delegate to the Massachusetts State Board of Trade - Resolutions on the d ath of Frank Huckins were adopted and major, echideration given of local and general trade matters.

### ====-≺ BALTIMORE >=====

As afferding some indication of the volume of business done in Baltimore last year the statement of the Baltimore & Ohio is interesting. It shows that during 1915, 2,339,741 tons of lumber were handled over the lines of the system, against 2,289 717 tons in 1914, representing a gain of 50,000

The steamship Vedamore of the Johnston Line, which arrived about ten days ago from Liverpool, brought twenty-eight mahogany logs for the Williamson Veneer Company at Highlandtown, and ten mahogany logs for the Grasselli Chemical Company in Ohio. The Grasselli company is evidently using the logs for the manufacture of cases for some of its products.

T. H. Mason, the lumberman of Abingdon, Va., who recently resecured some walnut logs here from the Williamson Veneer Company for shipment to Europe, has opened an office at Washington, in the Bond building, and established himself as a timber expert.

Members of the hardwood trade here were shocked to learn of the suicide of William P. Rolph of Baltimore, in the Hotel McAlpin, New York, February 2. Mr. Rolph was thirty eight years old, and at one time salesman for Robert McLean, a hardwood exporter of this city. He also acted as a salesman for the Cherry River Boom & Lumber Company. Lately he had been traveling for W. J. Holden of Parkersburg, W. Va. He had been in poor health for years, showing extreme nervousness, and it is thought that this caused him to end his life. He was well liked in the trade.

### 

At Ironton, B. F. Scarcy of the Whisler & Scarcy Conjuny has resigned his position as general manager of the firm. His place is being temporarily filled by Mr. Whisler.

The Sherwood Lumber Company of Sherwood, O., has been incorporated with a capital of \$10,000 to deal in lumber. The incorporators are N. O. Stine, M. H. Stine, F. M. Stine, R. O. Stine and Earl H. Streip.

The Clifton Park Lumber Company of Cleveland, O., has increased its capital from 830,000 to \$50,000.

The Broadway Lumber Company of Cleveland has increased its capital from \$50,000 to \$75,000.

The Gordon Lumber, Basket and Manufacturing Company of Oak Harbor, O., has increased its capital from \$75,000 to \$150,000,

The Amherst Lumber Company of Amherst, O., has increased its capital from 830 000 to 840,000,

The Koss-German Lumber Company of Fostoria, O., has decided to inreasouts emptal from \$60,000 to \$100,000

At Ashland, O., the partnership of Garretson & Donley has dissolved. The concern will in the future be conducted under the name of the C. S. Garretson Lumber Company. The members of the new company are C. S. Garretson and his sons, R. R. and R. C. Garretson,

At Seaman, O., King Bros. have been succeeded by the Hamilton-King Lumber Company, having headquarters at Winchester.

At Winchester, O., the Hamilton Lumber Company has been succeeded by the Hamilton King Lumber Company,

The Gray Lumber Company, of Cleveland, O., has increased its capital proc. \$50,000 pc \$100,000,

The Campbell Lumber and Manufacturing Company of Toledo, O., has been incorporated with a capital of \$200,000 to deal in lumber. The incorporators are George W. Campbell, James H. Campbell, John W. Sullivan, R. W. Campbell, W. E. Campbell and Geo. E. Schroth.

R. W. Horton, of the W. M. Ritter Lumber Company reports a good demand for stocks both from the retail trade and from factories. Prices are firm in every locality and every change is towards higher levels. Retail stocks are not very large and dealers are making an effort to cover in anticipation of a good building demand. Shipments are rather prompt despite the growing car shortage.

J. A. Ford of the Imperial Lumber Company reports a good demand for hardwoods with prices ruling stronger. Future prospects are brighter.

### **=<** CINCINNATI >=

The Stratemeyer Lumber Company recently was incorporated for \$15,000, with O. P. Stratemeyer, the head of the concern, and Clyde B. McDonald, H. K. Dickerson, William N. Nelson and M. Regenbogen interested in the company. It will broaden out its activities considerably, and the business will continue along the same lines as formerly, only on a more extensive scale, dealing in Tennessee and Kentucky hardwoods and some yellow pine. Mr. Stratemeyer said that he would extend the scope of buying and was in position and anxious to take up whatever is available in the hardwood line. The only material change in the company is the taking in of George Hill.

Mr. Hill formerly was in charge of the Somerset branch of the company.

Reparation to the extent of \$342.28 was awarded the Basil E. Kenny Lumber Company of Frankfort, Ky., by the Interstate Commerce Commission on account of alleged overcharges by the Louisville & Nashville. The contention was over thirty-eight carloads of switch ties shipped in 1914 and 1915 from Frankfort to various points.

W. H. Settle and George W. Clephane, partners as the W. II. Settle Lumber Company, Madisonville (Cincinnati), last week brought suit in the Supreme Court to test the ruling of the State Public Utilities Commission on the recent order affecting freight rate charges from Oakley to Madisonville, two Cincinnati suburbs. These two suburbs are but two miles apart, yet the Settle company alleges that the charges are as great between the two towns as for a fifteen-mile haul. The complaint is that the commission failed to correct the discrimination, hence the application is made to the court for relief.

The Haskell & Barker Car Company, Michigan City, Ind., has been formally transferred to a syndicate of eastern capitalists, including W. E. Cory and Frank A. Vanderlip. The deal has been pending for some time. The company is a heavy lumber consumer in this and the Indiana district. The consideration was not made public.

The Matthews Boat Company, Port Clinton, which has been a heavy consumer of the high-grade hardwoods in the manufacture of fine pleasure boats, has increased the scope of its business by reorganizing under the name of the Matthews Company with capital stock of \$820,000. It will manufacture new automatic electric lighting plants and numerous electrical contrivances in addition to pleasure boats. The incorporators are S. J. Matthews, Willard Reed, M. C. Cosgray, F. H. de Witt and George A. True.

It was announced last week at the local office of the Baltimore & Ohio that a system of lumber reclamation will immediately be enforced. The road contends that in these days of rate regulation, short hours of employment and the long-expected rise in the price of lumber, railroads throughout the country are forced to look to savings through conservation, economy and efficiency in order to pay dividends to stockholders and reserve a margin of surplus for safety. Instead of piling up its old freight cars in a heap and burning them, this company will reclaim the lumber and metal parts of worn-out equipment and utilize this salvage in countless ways. Lumber is resawed and planed until the outside weather-beaten defects have been removed, then is made into smaller sizes and shipped from point to point over the road for use in repair work, in the erection of small buildings, etc. The mechanical department estimates that this saving of lumber especially amounts to \$20 for each car, which in the aggregate will reach a big sum within a year.

The W. E. Heyser Lumber Company lost its suit against the Kanawha & Michigan Railroad, the Interstate Commerce Commission deciding that the demurrage charges assessed by the road on a carload of lumber from Handley, W. Va., to Detroit was not unlawfully imposed.

The Amherst Lumber Company has increased its capital stock from \$30,000 to \$40,000.

Petitions for rehearing of the Western Advance Freight rate case so far as rates on agricultural implements are concerned, was filed recently with the Interstate Commerce Commission by representatives of the manufacturers in the Middle West. Their main contention is that the railroads did not offer sufficient evidence to justify the increase authorized by the commission. The increases granted range from one-half cent to two cents per one hundred pounds.

### -----≺ TOLEDO >=

The building permits for January show an increase over last year's valuations for the same period. The permits for January, 1916, amounted to \$560,975, while the amount for the preceding year was \$537,297. A large percentage of these permits was for residence structures which far exceed those in the permits of a year ago.

## Kentucky Oak

results in

### Satisfied Artisans

meaning

### Money Saved

I TS growing conditions ENFORCE an unvarying uniformity of color and grain. Its texture has a silky softness that delights and contents your workers.

I TS beautiful, clean boles make possible unusual widths and lengths in which we specialize.

The following values,

All Kentucky Stock Should Attract You

4 cars 4/4 S. Wormy Oak

5 cars 1x6-16 Oak Fencing 25 cars 4/4 No. 1 Com. Pl. Red Oak

25 cars 4/4 No. 1 Com. Pl. Red Oak 4 cars 4/4 No. 1 Com. Pl. White Oak

3 cars 5/4 No. 1 Com. & Bet. Pl. Red Oak

2 cars 4/4 1st & 2d Qtd. White

2 cars 4/4 No. 1 Com. Qtd. White Oak 3 cars 4/4 No. 3 Com. Poplar.

3 cars 4/4 No. 2 A Com. Poplar 3 cars 4/4 No. 1 Com. Poplar

l car 4/4 Stained Sap Poplar l car 4/4xll in. and up Agricultural Poplar

10 cars 4/4 No. 2 Com. & Bet. Sound Wormy Chestnut 10 cars 4/4 No. 1 Com. & Bet. Chestnut

1 car 4/4 Log Run Buckeye

## E. R. SPOTSWOOD AND SON MANUFACTURERS

LEXINGTON, KENTUCKY

<u>Епининяния мажижата попинини попинини попинини править запави попинини пинини пиника теме сы става</u>

## FIGURED GUM

## SLICED SMOOTH

The figured logs are manufacfactured in our own sawmill, allowing us absolute freedom in selecting for figure.



Nickey Brothers, Inc. MEMPHIS

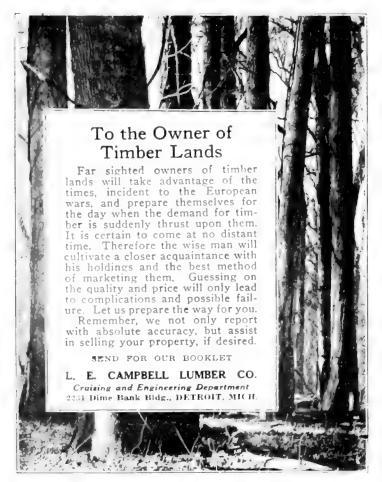
"NONE BETTER"

## We are back on the job with a fine new mill

And over 80,000 acres of the best Hardwood and Hemlock timber in the North and Saw Mill capacity of 40,000,000 feet of lumber a year.



Stack Lumber Company
Masonville, Michigan



The volume Landaux tempolar report a voice improved trade during the past of the elements A. Iter of the annual in the wagen important voice for the internal of the control of the work in the control of the white housing of this concern takes that it is the first past to the total of the concern takes that it is

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Any theorem 0 of the dealer in this cool floors, report business a little question title that they have some interestrict booked.

Fred I. So bort maintender of corringe, wagons and an auto truck, reports a fire line of orders and trade active. "We are largy in all our departments," said Mr. Siebert, "especially with our auto truck. Wagons and carrieges are in good denoted at a co-

The Tobdo Carriage Woodworking Company suggests an enviable business condition with this concern with the statement, "Too busy to talk."

Fred Kopf, wagon manufacturer, states that his business is good and he has about all the orders he can well take care of. Oak, hickory, ash and maph, are largely used by this firm.

The Hein Furniture Company has just secured a fine contract for interior woodwork which is to go into the home on the estate of W. S. Wallridge. The choicest selection of woods is to go into this home and it is stated that when completed the interior finish will represent one of the finest cabinet jobs to be completed this year. The work will be put together and finished in the factory of the Hein Furniture Company. This firm also has a number of interior finish jobs for banks in Toledo and other cities.

### =-≺ INDIANAPOLIS ≻=

Fred C. Gardner, treasurer of E. C. Atkins & Co., saw manufacturers, has been appointed a member of the board of park commissioners. The position is without salary and to be appointed to the park board is considered the greatest honor that the city government can bestow. Mr. Gardner has been very active in civic affairs for years, and his appointment is considered not only as a reward for his unselfish services for the city but as a recognition of his executive ability as well.

The Specialty Case Company of Kendallville, Ind., last week notified the secretary of state that it has increased the amount of its capital stock from \$25,000 to \$55,000. The company has been enjoying a substantial growth and intends to engage in business on a larger scale.

James E. Taylor, seventy-nine years old, a lumber dealer, died last week at his home in Connersville, Ind. Mr. Taylor was one of the best known dealers in the state, having been in business for many years.

Heavy sales of lumber have been made by the William F. Johnson Lumber Company to the Dunn-McCarthy Construction Company of Chicago for the use of the latter in constructing the Poques Run drain. This is a large underground sewer, which was constructed to carry away the water from a small stream that flowed through the business district of the city. The work was done at a cost of approximately \$1.000,000.

The Atkins Pioneers, an organization composed of employees of E. C. Atkins & Co., held its annual celebration here last week by attending a theatre party at B. F. Keith's.

M. A. Cushman has been appointed receiver for the A. R. Coburn Lumber Company of Michigan City on the petition of one of the stockholders, S. W. Larson, who owns seventy shares of stock in the company. He alleged that the company's affairs had been mismanaged. It is said that the receiver will be successful in straightening out the affairs of the company.

The St. Joseph Valley Lumber Company of South Bend, Ind., has incorporated with an authorized capital of \$10,000. The directors are Lawrence J. Harwood, F. H. Fulton and J. D. Kindlg.

The American Lumber and Export Company, an Alabama corporation, has withdrawn from Indiana.

A. H. Krieg, manager of the Indianapolis Bank and Fixture Company, says that improved business conditions are being shown by the increased amount of made-to-order and high-grade fixtures that are being ordered from all parts of the country. The company has been enjoying a very prosperous business.

### =**≺** EVANSVILLE

George O. Worland, secretary and treasurer of the Evansville Veneer Company, has returned from a business trip to western Florida, where he spent several days. He reports the plant in Evansville being operated on full time and in addition the company is now taking over the output of several other factories. It has just purchased a tract of 1,000 acres of land in the Green river country near Island, Ky. There is a fine assortment of oak, poplar and other timber in the tract. The logs will be cut and rafted here and made into veneers.

claude Maley of Maley & Wertz, lardwood lumber manufacturers, bas returned from a business trip to Chicago and the Northwest.

Manufacturers in Evansville report logs are rather scarce at present but the sawmills are getting all they need for sawing purposes. The river mills have thousands of logs cut and rafted along Green and Pond rivers in western Kentucky, but they have not been bringing many logs in during the past three months, for the reason that these mills have not been running on full time.

The shops of the Louisville & Nashville here that have been operated only two or three days a week since last fall have started to run full time after adding an extra force of workmen. It is expected they will continue to operate full time for several months to come.

Charles Wilburn, president of the Rockport Planing Mill Company at Rockport, Ind., has returned from a business trip to Indianapolis and the central part of the state.

T. R. Wilson, log buyer for Maley & Wertz, has moved to this city from Hanson, Ky. For the past several years Mr. Wilson has purchased logs for Maley & Wertz.

Jesse N. Smith, aged seventy-six years, who for many years was one of the best known lumber dealers in western Kentucky, died at his home at Glasgow, Ky. His death was due to the grip. The deceased is survived by his widow and four children.

The estate of the late Capt. Otto F. Jacobi of the Blount Plow Company has just been filed here for probate. The personal estate was valued at \$35,000 and was left to the two sons of the deceased.

Frank M. Cutsinger, a well-known hardwood manufacturer of this city, has returned from a business trip. He reports trade conditions looking up.

The Ohio river was on another rampage during the last week in January and the first week in February. This makes the fourth time in four weeks that the Ohio river went over the 40-foot mark here. Green river, that empties into the Ohio river nine miles above here, as well as the Wabash, White and Patoka rivers were out of their banks and many families along the Wabash and White rivers were forced to flee from their bottom homes. A good many valuable logs were lost. Several sawmills along Green river were partly submerged by the flood, but it is not believed the damage will be great. The Ohio river came to a stand here February 6 with about 42 feet on the government gauge.

The furniture factories in Evansville, as well as many of the other wood consuming factories are still being operated on full time and trade has been active since the first of the year. Prospects are that trade will remain brisk during the entire year.

The plan of the Blount Plow Company to build a new factory here in the spring has been temporarily abandoned.

Stave factories are enjoying a very good run at the present time. J. C. Greer of the J. C. Greer Lumber Company here reports the company's stave mills in Tennessee and Mississippi being operated on full time now. The outlook for future trade is very good.

### **===≺** *MEMPHIS* **>**=

Brown & Hackney, Inc., successors to the Mark H. Brown Lumber Company, have taken over a circular mill at Banks, Ark., and are preparing to put this in operation at an early date. The company owns a large amount of timber in that territory and is building a tram road to facilitate bringing out the logs. It is cutting timber at the rate of 35.000 feet per day, and as soon as a sufficient supply has been accumulated the plant will be started. This company has recently very greatly increased the scope of its operations. Just before the style of the firm was changed a band mill was purchased at Little Rock and shortly thereafter a new band mill was placed in operation at Mounds, Ark., a short distance west of Memphis. These added facilities make this company one of the largest producers of hardwood lumber in this territory. Headquarters are maintained at Memphis.

Walker L. Wellford, secretary of the Chickasaw Cooperage Company, Memphis, has recently returned from Calvit, La., where he opened a branch mill with a capacity of 40,000 to 50,000 staves per day. The new mill is located on a tract of timber owned by this company. This makes three branch stave mills for the Chickasaw Cooperage Company, in addition to the branch barrel plant at Gretla, La. Headquarters of this company are at Memphis where a big plant is operated for the manufacture of barrels. The company some months ago removed from North Front street and Sycamore avenue to Binghampton, a suburb of Memphis, and it is now profiting by this change of location, as it is not interfered with at its new site by the high water in the Mississippi. It was impossible to operate at the old location with the river as high as it is at present.

The Illinois Central Railroad Company has recently begun the construction of a round house and machine shop at Dyersburg, Tenn., to cost approximately \$40,000. When these improvements are completed they will bring the total outlay of the Illinois Central at Dyersburg during the past year to about \$100,000.

Reports received from Paris, Tenn., are to the effect that the shops of the Louisville & Nashville at that point are now employing a full force of men for the first time in more than a year. There is also notable nctivity at the shops of the Nashville, Chattanooga & St. Louis Railroad at Nashville, where at least 1,000 new cars are being built for that system. The Illinois Central is proceeding with its improvements at Memphis, including the building of car repair sheds to cost \$200,000, and there is marked activity at the shops of the various southern roads as a result of the vast amount of repair work to be done and the in-

## F.M. Cutsinger

Manufacturer of

## ALL KINDS OF BAND SAWN Hardwood Lumber

My Specialty is High Grade Quartered White and Red Oak

Can furnish any hardwoods in either straight or mixed car lots.

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Have you seen any better Walnut logs than these?

THEY all grew right in Indiana where hardwoods have always held the choicest farm lands. The best growth of timber as well as the best yield of wheat comes from good soil. The soundness of the log-ends shows that they fed on the fat of the land. My

Indiana Oak comes from the same soil

## CHAS. H. BARNABY

Greencastle, Indiana

## Swain-Roach Lumber Co.

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Manufacturers of Indiana Hardwoods

INO BAND MILLS 5 cnrs 4 4 Nos. 1 & 2 Quartered White Onk. 10 cnrs 4 4 Nos. 1 & 2 Plain Red Onk. a cars 4 4 Nos. 1 & 2 Plain White Onk. 1 car 6 4 No. 1 Common Plain Red Onk.

We carry a well assorted stock of all Hardwoods.

### 1915 CUT NOW DRY

4,000,000 Feet

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All grades 4'4 and thicker

BIRCH

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A FEW SPECIALS

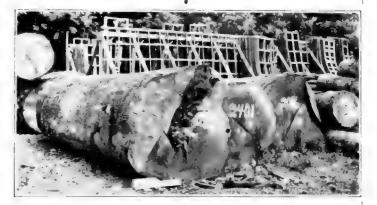
3 cars 1" No. 2 & Better Wis. Oak. 2 cars 1" No. 2 & Better Ash. 5 cars 1" No. 2 & Better Soft Maple. SERVICE AND GRADE

PRICE

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J. H. O'MELIA LUMBER COMPANY Rhinelander, Wis.

You Can See Logs Like These on Our Yard Any Day



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Memphis, Tenn.

**MANUFACTURERS** 

Hardwood Lumber, Rotary Cut Veneers, Rotary Cut Gum Faces. Cross Banding and Cores.

hear decyclipto of notes in the first of the constantly growing volume of traffic

I Met set of Devell Bluff Art but purchased the Diste Dimension Mils at that pellit and benew eperating the latter

Advices received here indicate that charge number of sawnills along Rest river, dollars equal negation with river, are preparing to resume perations after about two years of enforced identess as a result of an order from the Interstate Communication makes in instructing the Iron Modulfach, Rock Island & Price to a hablish boint rates on the bont lines on the two rivers. However at 1 % its apparent that the plans of these nulls to r sume operations will be red up for some time as a result of the high water in both Black and White rivers. These streams are at practically record stage and a vast doesn't a territory from which these mills most scoure their timber is under water

The foreign trade committee of the Business Men's Club has begun a cummain here for eccentical beneated the of the Buttau of Foreign and Domestic Commerce, Department of Commerce, Junes E. Stark, president of the Memphis Veneer & Lumber Company, who recently attended the entenal meeting of the Charder of Commerce of the United States at Washington, has been instructed to take up with the proper officials the epening of the Memphis branch. One of the arguments that will be used in favor of the opening of such a cranch in Momphis is that this city handles more export business in cotton and lumber than any other city on the South, with the exception of New Orleans, estimated at about 870 000,000 annually

The Reundaway Manufacturing Company, Roundaway, Miss., Clarksdale, has increased its capital stock from \$150,000 to \$200,000, this action having been taken at a recent meeting of the directors in New This company owns 10,500 acres of land at Roundaway, part of which is in cultivation and part of which is covered with timber. It operates a sawmill for the preparation of the timber thereon for the market and the increase in its capital stock is accepted as indicating more extended operations along this am

Building operations in Memphis during January showed an increase of 884,847 over the same period last year. The total was \$186,800 compared with \$101,953. There has been an improved demand for building material of every kind in this city during the past few months as a result of larger building operations and reports from the handlers of flooring, celling, siding and other material indicate that there has likewise been a good demand from points in the Mississippi valley states where building has been quite active.

The Screggins Lumber Company, Mena, Ark, has been incorporated under the laws of that state with a capital stock of \$25,000. A. II. and C. P. Screggins and W. W. McGregor are the principal owners in this

### -----≺ NASHVILLE **>**=

L. Roy Summitt, formerly a popular member of the Nashville hardwood trade, has been made manager of the new hardwood plant of the H. H. Hitt Lumber Company at Mobile, Ala. Mr. Summitt left Nashville about two years ago to go with the Hitt interests at Decatur, Ala., and several months ago was made sales manager for the concern, from which position he has been promoted to manager of the Mobile plant. The Hitt company is one of the largest hardwood operators in the South, and has opened a plant at Mobile to be in close touch with export business and also with Panama canal trade.

The Colonial Lumber Company has been organized at Bearden, Tenn., by T. J. Wyrick, Berney Henry, W. E. Cooper, C. J. McClung and J. D. Wyrick, and will develop a large tract of timberland that has been acquired.

George F. Bateman has filed a bill in chancery court at Nashville against A. H. Leathers, seeking to recover damages for alleged breach of contract made with complainant to furnish hickory handles to a finishing plant. Complainant seeks to recover \$5,400.

C. H. Olemacher of Scottsville, Ky., will operate a handle factory at Portland, Tenn., and the output will be taken by the Leathers Handle Company of Dickson, Tenn.

### =≺ BRISTOL **>**=

The Black Mountain Lumber Company this week resumed operation of its mill at Bluff City, Tenn., south of Bristol, which has been idle for several months. The company has about seven years' cut of timber and has constructed a new line of railroad lately.

The Bristol Door and Lumber Company has resumed operation of its mill in Bristol after being closed down for several weeks for repairs. The company has considerable business booked.

The new plant of the Hice Manufacturing Company, Johnson City, Tenn., is in operation and the company is receiving many logs and turning out a large volume of stock. It recently accepted an order for wood stock for war orders.

The band mill of the Peter-McCain Lumber Company, in this city, which has for the past year been engaged in cutting walnut gunstocks, having been leased by H. A. McCowan & Co., will be closed down at once. The Peter-McCain Lumber Company has a large tract of timber in Johnson county, Tennessee, which it will develop.

H. S. Dixon of the John T. Dixon Lumber Company, Elizabethton, Tenn., was a recent visitor in Bristol. He states that he considers the outlook for business to be the best that the country has seen in the past several years and feels confident that the lumbermen will get their share of the national prosperity.

### — ≺ LOUISVILLE >=

T. M. Brown of the W. P. Brown & Sons Lumber Company and T. Smith Milton of the Churchill-Milton Lumber Company have been selected by the Louisville Hardwood Club as its official delegates to the annual of the National Wholesale Lumber Dealers' Association, which meets in Philadelphia next month. Mr. Brown is a member of the board of trustees.

Leroy Halyard, heretofore assistant manager of the Southern Hard wood Traffic Association at Memphis, and now resident manager of the Louisville branch of the association, has gotten his office in good working order. His quarters are in the Courier-Journal building. Mr. Halyard attended the Louisville Hardwood Club meeting February 1, and later held a meeting of the board of governors of the branch, for the purpose of arranging all of the details of the work, which it is certain will prove very helpful to the local lumbermen.

K. W. Hobert, the veteran Boston lumberman, was a guest of the Hardwood Club recently, and gave some very interesting reminiscences regarding the change in lumber conditions in New England since he first started in business. He called attention to the fact that the carriage and furniture factories which formerly flourished there are no longer in operation, a few chair concerns being about all that is left of the once important furniture trade; while the number of piano case concerns is also smaller. The result of the change is that the lumber market in Boston is confined largely to building woods. Right now, he said, owing to the activity of the munitions business, New England is prosperous, and active building operations are in sight. Mr. Hobart pointed out certain undesirable features, in the event of trouble with another nation, growing out of most of the munitions factories being located near the coast, constituting vulnerable points for attack.

Allan McLean of the Wood-Mosaic Company, who has become one of the most popular members of the local hardwood trade since he has been in this market, has been confined to his home recently by illness. It is hoped by his friends that he will soon be able to resume his work.

The Parkland Sawmill Company of Louisville has been incorporated with \$40,000 capital stock by Olof Anderson, W. R. Willett and C. E. Talbot. These men have been conducting the mill under that name for the past year, and have done well.

The Kentucky Veneer Works has recently closed for a large tract of poplar timber in eastern Kentucky, and has begun shipping the logs to its Louisville plant. Demand for thin stock has been good enough to keep the plant going at top speed of late.

Following the dissolution of the partnership between R. L. Boyd and Edward F. Mehler of the Boyd-Mehler Lumber Company, the former has started the Boyd Hardwood Lumber Company, while Mr. Mehler has been doing business under the name of the Jefferson Lumber Company. Both concerns will handle hardwoods, but Mr. Mehler will also carry a yellow pine account.

Edward L. Davis, of the lumber company of that name, recently got hold of one of the finest bunches of walnut trees produced in this territory in many years. The trees were grown on the Bonnycastle home stead, in the eastern section of Louisville, and owing to the fact that the family held the home place intact for a much longer time than the surrounding property, there were a number of trees still standing long after most of the mature walnut timber in the vicinity had been cut. The trees were felled a few weeks ago, and the logs are about the finest seen anywhere. They are long and large, most of them being 24 inches and up, and a number show splendid markings. The logs furnish a fine answer to the question of those who have been wondering where the walnut is coming from, as there are doubtless many other similar bunches of trees which will be put on the market from time to time.

The Warren County Cedar Company of Bowling Green, Ky., has arranged to start a mill and cut only cedar lumber, southern Kentucky still having a good supply of this kind of timber. J. T. Vance and B. C. White are those interested in the concern.

J. E. Barton, state forester of Kentucky, has advised that an effort is being made at this session of the state legislature to discontinue the appropriation for the support of the state forestry department, of which he is head. Lumbermen of the state are strongly in favor of the work going on, for it has already demonstrated its practical efficiency, and are planning to do as much as possible in his behalf.

James Morton Russell of J. N. Russell & Son, Bowling Green, Ky., died at his home there recently of pneumonia at the age of twenty-eight. He was associated in business with his brother, Arthur.

The Tomlinson Manufacturing Company, Winchester, Ky., which operates a large mill and dimension plant, is erecting a warehouse for storing dry stock.

### =**≺** MILWAUKEE **>==**

The St. Louis Yacht & Boat Company, a Missouri corporation with a capital stock of \$34,000 and interests of \$30,000 in Wisconsin, has filed a statement to do business in this state.

Win J. Kyes, city clerk of Merrill, Wis., for the past seven years, has

V. J. HILL

L. L. HAMILTON

## The Hamilton-Hill Veneer Co.

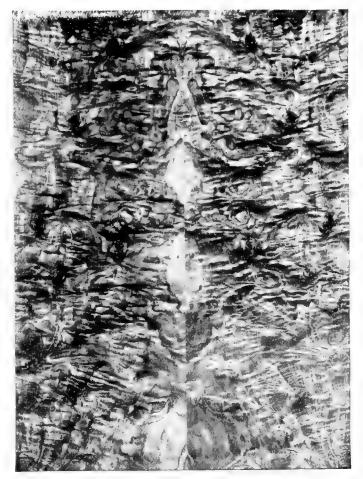
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SINGLE PLY PINE
ROTARY CUT GUM
CYPRESS

WE FEATURE PROMPT SERVICE

DOOR STOCK A SPECIALTY

ARRICAN CONTRACTOR DE LA CONTRACTOR



Size 54x72

## Made in St. Louis

Photograph of American Walnut Rotary Cut Panel produced in our Veneer Plant. We also manufacture built-up stock of every description used in furniture and fixtures in any thickness, consisting of nicely figured Quartered Gum and Oak, Mahogany, Plain Oak, Yellow Pine, Red Gum, Birch, Ash, Elm, Sycamore, Soft Maple, Plain Gum and Cottonwood.

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## St. Louis Basket & Box Company ESTABLISHED IN 1880

143 Arsenal Street

ST. LOUIS, MO.

# Low Prices <sub>Versus</sub> Cutting Value

You, Mr. Buyer, Know the Verdict

Our Stock Proves Its Worth by Its Cutting Value

See our list of dry lumber in "Hardwoods For Sale"
Department, pages 52-53, and ask for prices.

Liberty Hardwood Lumber Co.

MAKERS OF GOOD LUMBER
Big Creek, Tex.

J. K. WILLIAMS

A. T. WILLIAMS

## Williams Lumber Co.

(MANUFACTURERS)

## WHOLESALE HARDWOOD LUMBER

Band Mill Planing Mill Dry Kiln Fayetteville, Tenn.

We manufacture PLAIN and QUAR-TERED OAK, ASH, CHESTNUT and other HARDWOODS

Our Specialty is Quartered White Oak

We Manufacture Dimension Stock—Hickory a Specialty resigned to become manager of the Merrill Veneer Company of Merrill.

Manufacturers of woodworking machiners will be interested to learn that the Milwaukee county loand has authorized Leenhouts & Guthrie, Milwaukee architects, to proceed with plans for the crection of a new chair factors at the new house of corn than

The Denmark Lumber company of Denmark, Wise, has increased its apital stock from \$25,000 to \$75,000.

One of the unique feature of the annual convention of the Wisconsin Retail Lumber Dealers' Association which will be held at the Hotel Pfister in Milwaukee. February 22 to 24, will be the devotion of one entire ession of the convention to the manufacturers, who want to urge the use of their particular product. There are about eight different manufacturing organizations, each working to advance the use of its own variety of wood, and each association will have representatives at the meeting to interest the retailer in their particular line. Adolph Pfund, ecretary of the retail a section has planned to give each association ten minutes of the Weshe day afternoon ression to present its case. After the various association have explained their timber there will be a field session, open to any speakers, in talks not over three minutes, in three groups, discussing southern, northern and western woods.

The Morgan Lumber Company of Oshkosh, Wis., has completed plans for the erection of a new plant. The building will be of brick and mill construction, three atories high and 76x220 feet in dimensions. The Fluor Brothers Construction Company of Oshkosh has the general contract.

The Great Lakes Boat Building company of Milwaukee has been incorporated with a capital stock of \$200,000 by W. C. Morehead, R. H. Hubbell and J. H. Houghton.

J. F. Barnes, manager of the New Richmend, Wis., branch of the H. S. Thompson Company, has resigned to become manager of the new branch of the King Lumber Company at Chippewa Falls, Wis.

The Twentieth Century Stave & Silo Company of Milwaukee has been incorporated with a capital stock of \$25,000 by Joseph M. Murray, Thomas J. Collins and Arthur G. Clark,

Robert C. Campbell, a pioneer lumberman of Oshkosh, Wis., died recently after a long illness at the age of 86 years. In company with his father and brother, Mr. Campbell purchased the Ripley & Mead sawmill at Oshkosh in 1869, the business later incorporating as the Campbell & Cameron Company.

There has been a scarcity of men to send into the northern lumber camps this season, according to H. J. Beckerle, superintendent of the Milwaukee branch of the Wisconsin free employment agency. Wages paid have ranged from \$22 to \$26 per month, including railroad fare advanced.

The Stolle Lumber Company of Tripoli, Wis., has completed plans for rebuilding its sawmill which was destroyed by fire some time ago. The plant will be two stories high, 94x140 and 30x75 feet in dimensions.

The Arpin Hardwood Lumber Company of Grand Rapids, Wis., is operating its sawmill practically full especially and is logging especially beavy this season.

The John Week Lumber Company of Stevens Point, Wis., is logging about 5,000,000 feet of logs and in addition has about 1,750,000 feet of logs remaining from last search so will operate its mill at normal capacity of about 10,000,000 feet per year during the coming season.

### The Hardwood Market

### =**≺** CHICAGO **>**=

The possibility of the markets flooded by consignments from the overflow territory of the South, has concerned the Chicago trade greatly in the past couple of weeks. With the increasing seriousness of the flood situation at all Mississippi valley mill points, it has become more and more certain that quantities of hardwood lumber must necessarily be moved to avoid flooding. As a matter of fact a general break was anticipated, but the worst of the situation seems to have passed without it materializing and local lumbermen are showing increased confidence in the situation and prospect. The danger is not yet passed but while some impression has been made on the local market, by the receipt of these consigned shipments, the effect is not by any means alarming and undoubtedly will not hold for any length of time. The normal conditions affecting demand have shown a slight tendency toward marking time, not taking into consideration the rush shipments to southern mills. with the flood situation to be taken into account it is impossible to arrive at definite conclusions as to the exact promise of the immediate future, at least until those conditions can be eliminated from calculations. However, the general prospect appears increasingly good, with a promise of unusually active building for the spring and good demand from all consuming interests.

### =**≺** BUFFALO **>**=

The hardwood trade is fair at present, though not showing much improvement over a month ago. Prices are firmer, on account of the shutting down of mills at some southern points for lack of logs. Open

weather has prevailed so long there as well as in Pennsylvania that it has been next to impossible to get the logs to the mill. This is causing a scarcity in certain hardwoods. It is predicted that the demand will be good this spring, while lumber will not be at all plentiful.

One cause for annoyance lately has been the congested state of affairs on the railroads, which has kept lumber from moving to New England customers in its ordinary volume. Some of these embargoes are said to have been lifted, but large amounts of freight are still delayed along the railroad lines and it will be some time before matters are straightened out. The demand from the East is large, and the Buffalo market gets a great many inquiries by reason of its advantageous position for the sale of both southern and Pennsylvania hardwoods.

### **──≺** PITTSBURGH **>**=

Things are looking good in hardwood business here. Demand is not quite so brisk as in December, but is bound to come up as soon as spring trade begins. Prices are very firm. Low-grade stocks are worth more than a few weeks ago. All high-grade lumber is in demand at prevailing quotations. Hardwood mills are very busy and are not piling up stock. There is an unusually good inquiry for tracts of hardwood timber in tri-state territory.

### =**≺** BOSTON **>**=

Conditions and prospects in the hardwood market continue to meet the predictions of the trade earlier in the season. The insistency in the demand for stock has developed to such an extent that a widespread shortage of lumber is revealed both in manufacturing, yard and consuming hands. The embargoes have increased in their terms and application until it has been a very complicated problem how to get any lumber into New England. Certain exceptions by each road or line have permitted a few cars to come through, but the prohibition on shipping and the inability of the roads to deliver stock has nearly closed out the moderate supplies carried by many dealers and industries. The embargo was taken off by one line, but it was necessary to replace it in only three days, as the volume of traffic received exceeded all the facilities the road could command. While transportation limits have emphasized the current needs in this district, the trade is also taking note of a great decline in reported stocks available, the same being manifestly demanded and absorbed in other sections of the country. Tending toward the same results on values is the fact that all reports of current contracts and construction, as well as booked up orders in factories. exceed any recent standards. There seems to be no basis to expect other than a rising trend of prices and continued restraint in the volume of business due to freighting troubles and exhausted mill stocks.

### =**≺** BALTIMORE **>**=

A steady, though rather slow, expansion seems to be taking place, and the mills are able to dispose of their output readily enough. In fact, many of the manufacturers could perhaps find takers for more lumber than they are now distributing, if suitable stocks were available. In the sections with many wood working establishments, the dealers are calling for lumber in increased quantities. This applies particularly to such territory as the vicinity of York, Pa., but there are other areas in which the inquiry does not attain impressive proportions. Many of the dealers, while knowing that their stocks are not large, manifest a disposition to wait, in which attitude they are influenced by the conditions that prevail in their respective sections. The freight embargo imposed by some of the railroads is another drawback interfering with the movement of stocks and making delivery rather uncertain. This ought to stimulate the calls for stocks, and would do so, if there were real danger of actual shortages. The range of prices is in the main fair. Manufacturers as well as producers appear to be quite well satisfied with the returns, and it is not complaint on this score that serves to make the business relatively quiet. The foreign trade is of very moderate proportions only, and earlier expectations have bardly

### —≺ COLUMBUS ≻—

There is considerable strength in the hardwood market in Columbus and central Ohio territory. Buying on the part of retailers is active, as stocks are rather low and dealers are accumulating supplies for the spring building season. Buying is not confined to the retail trade, however, as there is considerable being purchased by factories making furniture and vehicles. On the whole the tone of the market is satisfactory and future prospects are brighter.

One of the best features of the trade is the bright building prospects reported from rural sections, cities, and towns. Architects and contractors are busy figuring on plans and specifications and all indications point toward many new buildings. Dealers are anxious to be prepared for the rush and are buying for immediate delivery. Shippers are not anxious to assume contracts for future shipments at present quotations.

Prices are firm and every change is toward higher levels. Advances have been made in poplar and plain oak. It is not necessary at this time to cut prices in order to move stocks. Buying on the part of box factories is active and collections have improved. Both plain and quartered oak are in good demand. Poplar and chestnut are moving well. Passwood is active. Ash is more quiet and other hardwoods are unchanged.

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Conway Building 111 W. Washington Street CHICAGO

## RED GUM

AMERICA'S FINEST CABINET WOOD

Consider its good qualities.

It has strength.

Can be brought to a very smooth surface and consequently will take high polish in finishing.

Will not split easily.

Runs strong to wide widths and long lengths.

Is not easily marred or dented.

It can be supplied flat and straight—free of warp and twist.

Has beauty, color, life and character.

Considering its numerous good qualities, it is the lowest priced good hardwood on the market today.

We are the largest producers of Gum in the world.

Have a large and well assorted stock on hand at all times.

Can manufacture special thicknesses on short notice.

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QUICK SHIPMENTS
GOOD GRADES
DRY STOCK
GOOD WIDTHS
GOOD LENGTHS
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Band mills at
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**CHICAGO** 

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C. CRANE & COMPANY

Manufacturers of Hardwood Lumber, Oak & Poplar especially Our location makes possible quick delivery of anything in timbers and hardwood lumber

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						Book Elm
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Arpin Hardwood Lumber Company, Atlanta, Wis.

The Tegge Lumber Co.

**High Grade** Northern and Southern Hardwoods and Mahogany

**Specialties** OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

### ≺ CINCINNATI >

Landing witnessed an unceral's good movement of hardwood in this d that a conjust of the call on any from the builders. This is taken as the perform good algo income to us the present season is an off one in the riding line. Many miles to clare still working on old orders for the data operations commenced late in the last year, and the amount of new were a to be an from time to time corners practically full operation until the principline trade spans. The flooring such and door factories report hash to - and flots all that could be do ited. Some sharp advances in prices as fellig heled. The furnities consulastiner is feeling the upward trend at the hardwood market and new anacuness that in order to meet the to do, I dedwood market a still further accet in the price of the unished product to be to made. The formular people are ordering liberally. Quarbut discuss the vitig in big quantities to the furniture manufacturers and a the tells later extent. The latter is more easily had at present, quartered cak and even plain being report dirather source. Mills recently showed a terdency to withhold from taking on any exceptionally large orders, both in hardwood and vellow pare, owing to the general prospect of a still further improvement in price, her within the last week it apparently has been taken for granted that the present price level represented approximately the maximum until the spring weather sets in and large orders are being accepted. It is generally taken for granted that there will be no slump between now and spring.

Almost daily at the bdg terminals here reports are given out of large car orders being placed, both passenger and freight. Railroads and furniture manufacturers constitute the hading buyers in the hardwood market just now. As has been the east for the past few weeks the demand is not specialized, practically all kinds of hardwood being in good call and the demand seems to come from nearly all branches of hardwood consumption. Vehicle and farm implement manufacturers have come into the market of late with more energy than for several weeks. The box factories have decreased their purchases little, if any. The lower grades of poplar are selling quite well as core stock for veneered furniture and on account of the advance in vellow pine.

The pattern makers are using much more high-grade thick poplar and there is a steady call for ash, hickory, chestnut, basswood, elm, beech and cottonwood. The demand for cypress has shown considerable improvement recently, the call for crating being especially good. Lath and shingles are moving briskly, while tank and silo stock also is a feature of the cypress market.

### —< TOLEDO >----

Lumbermen are looking for a fine spring demand. Inquiries and plans under way point to a much better business than has been enjoyed for a long time. There seems to be an easing of the money market. Toledo architects' offices are crowded with plans for all sorts of new structures. There are to be some fine new hotels, many factories are busy building additions and planning for better facilities, while with several new allotments open on which hundreds of new homes are planned (one allotment alone to have 1,000 new homes the plans for which are made), and woodworking industries of various kinds busy, the future looks quite roseate. The Willys-Overland Automobile Company is planning on turning out 200,000 cars this season, according to announcement. Many inquiries are also being received by local hardwood concerns relative to supplies for early spring. Many orders have been let for railroad equipment. Railroads are buying ties and it is a well accepted rumor that much new equipment will be added to the various roads this season. Elm, maple and ash are in good demand here and some oak is being sold.

### =< EVANSVILLE >==

The hardwood lumber manufacturers of Evansville and southwestern Indiana report that January brought in a larger volume of trade than did January, 1915. Many of the large sawmills in this section are being operated on full time, although the river mills are not so fortunate. Business is very good at this time and during the past two weeks a good many nice orders and inquiries have been received. Collections are reported fair. Manufacturers are expecting to do more business this year than they did last. Prices are advancing on certain items. Ash is as strong as it has been at any time during the past year and there is a strong demand for the best grades of oak. Walnut remains at a standstill, while the demand for hickory is about normal. Poplar is still dragging and both elm and maple are in fair demand. There is a good call for gum, as a great many of the furniture factories are in the market for this kind of lumber. Sycamore is inclined to be slow. Veneer manufacturers believe this year holds a good many promising things in store for them. The veneer factories in Evansville are being operated on full time. Plow, wagon, carriage, desk, furniture, table, bookcase and In fact many of the other wood consuming factories in this city are running full time. Railroads seem to have entered upon a campaign of general improvement and this has stimulated the tie business. Retail lumber dealers say trade is good and if anything shows an improvement over February of 1915. Sash and door men say trade is satisfactory and that their local trade is especially good. Yellow pine dealers report a fair trade. Building operations, in spite of the bad weather that has prevailed during the past two weeks, have been very active.



GOOD LOGS MAKE GOOD LUMBER-TYPICAL LAMB-FISH LOG DOMP.

## LAMB-FISH LUMBER CO. Band Mill and General Offices: Charleston, Miss., U. S. A. THE LARGEST HARDWOOD MILL IN THE WORLD, ANNUAL CAPACITY, 40,000,000

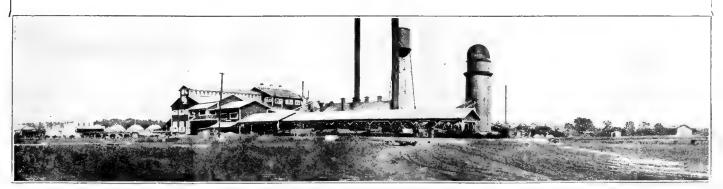
CABLE ADDRESS-"LAMB"

Codes Used-Universal, Hardwood, Western Union, A. B. C., 5th Edition, Okay

### STOCK LIST, FEBRUARY, 1916:

3 8"	1 '2"	5 8"	3/4"	4 4"	5/4"	6 4"	8 '4"	10 4"	12 4"
1st & 2nd Qtd. White Oak, 6 to 9"	82,000	43,000	108,000	300.000	31.000	10,000	16.000		
1st & 2nd Qtd. White Oak, 10" & up	58,000	24,000	22,000	89,000	9,000				
1st & 2nd Qtd. White Oak, 12 to 14"					6,000				
No. 1 Common Qtd. White Oak, 4" & up 54,000	84,000	64,000	50.000	150,000	32,000	11.000	3.000		
No. 2 Common Qtd. White Oak, 3" & up	1,000	14,000	12,000	75,000	2.000				
Clear Qtd. White Oak Strips, 21/2 to 31/2"				42,000					
Clear Qtd. White Oak Strips, 4 to 4½"				31,000					
Clear Qtd. White Oak Strips, 5 to 512"				27,000					
No. 1 Common Qtd. Oak Strips, 2 to 512"				131,000					
1st & 2nd Plain White Oak, 6" & up		83,000		28,000	27,000	34,000	5,000		
No. 1 Common Plain White Oak, 4" & up	21,000			34,000			5,000		
1st & 2nd Plain Red Oak, 6" & up	4,000	18,000	25,000	4,600	4,000	5,000	14,000		
No. 1 Common Plain Red Oak, 4" & up .				130,060					
No. 2 Common Plain Red Oak, 3" & up.		6,000	14,000	71,000	26,000	9,000			
1st & 2nds Red Gum, 6" & up	539,000	85,000	257,000		58,000	72,000	8,000		
No. 1 Common Red Gum, 4" & up	86,000		175,000		206,000	50,000			
Com. & Better Qtd. Red Gum, 4" & up.						7,060	19,000		
1s & 2s Figured Red Gum, 6" & up				, 10,000					
1s & 2s Sap Gum, 6" & ap	3,000			* 11 11 1				8,000	6,000
1s & 2s Sap Gum, 13" & up				9,000					
1s & 2s Sap Gum, 18" & up				7,000					
No. 1 Common Sap Gum, 4" & up		107,000				11.000			
No. 2 Common Sap Gum, 3" & up	5,000	329.000					4,080		
No. 3 Common Sap Gum, 3" & up				150,000					
Clear Sap Gum Strips, 2½ to 5½"				14,000					
No. 2 & 3 Common Ash				44,000					
No. 1 Shop Cypress				54,000					
Log Run Elm				46,000					
No. 2 Common Elm				31,000					
No. 1 Common Tupelo				13,000					

Our FAS grade in plain sawn stock will average 10" wide, No. 1 Common will average  $8\frac{1}{2}$  to  $9\frac{1}{2}$ ", both running 50% or better 14 and 16 ft. Facilities for kiln drying and surfacing. All orders entrusted to us are carefully executed.



GENERAL VIEW OF MAIN SAWMILL PLANT. Equipment two bands and four resaws. Daily ten-hour capacity 150,000 feet.

## FARRIS HARDWOOD LUMBER CO.

HARDWOODS

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## **OUR SPECIALTY** St. Francis Basin Red Gum

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### **Southern Hardwoods** ——Gum. Oak and Ash

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BLISSVILLE, ARK.

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.

### As Well As OAK, ASH and CUM LUMBER

Can furnish anything in Oak, air dried or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

### =≺ INDIANAPOLIS >===

The hardwood trade has received a neiderable encouragement in a report on building eperations in Indianap 'Is which shows a substantial gain in the value of buildin contracted for during January over the corresponding period of 1915. A gain of \$125,000 over January is recorded, the value of building operations during Janu 13, 1915 being \$268.907 compared with 8 92 902 for last menth. That fullding throughout the city was those control and that the gain was not the result of the awarding of one bug construct is shown in the fact that there was a gain of fifty-five in the number of building permits is red. Contractors and architects announce that estimating is more active than it has been for the last two Many of the automebile factories here which use quantities of hardwoods, are working night and day, and are refusing foreign orders for

### --≺ NASHVILLE >---

There has been no marked change in conditions in the hardwood market the past two weeks. Manufacturers and dealers report a fair volume of business, with tendency to increase in volume. Optimism continues to prevall as to the future of the mark to the account of the curtailed production of hardwoods the past eighteen months, talk of shortage is frequently heard. Manufacturers have been good buyers, and railroads have purchised more freely. Prices rule steady. The demand is good for general lines, with eak, ash, poplar and ch staut being moved

### =≺ BRISTOL **>**=

Lumbermen in Bristol and throughout this section are extremely optimistic as to the outlook for trade. While the market has improved steadily for some months, they believe that the prices will advance higher and they are entitled to better figures than prevail even now. Indications are that there will be much activity in manufacturing during the year. There is far more than the usual activity along this line at this season of the year.

### ==≺ LOUISVILLE >=

The market looks very good at present, and demand is getting stronger right along. The price situation is unsettled, owing to the sharp call for stock and the fact that there is a shortage of dry lumber in a good Flood conditions in some parts of the South and rainy weather, which has made it difficult to log, will hold production down to a minimum for some time to come, and hence lumber ready to ship is likely to be at a premium during the next few months. The furniture shows are understood to have turned out well, and the prospect of a good demand from that trade is stimulating activity somewhat. Local lumbermen report that they are filling orders right along, and have been able to supply the wants of their customers, but that they find that there is a considerable shortage in some directions.

### =< MILWAUKEE >=

Proof of the building activity in Milwaukee is given in the figures given out by the building inspector, showing that 94 permits were issued during the month of January for structures to cost \$2,433,838, as compared with 78 permits and an investment of \$250,275 during the corresponding period in 1915. While the gain of \$2,183,563 represented by these figures was caused in part by the issuance of a permit for the Plankinton Arcade, to cost \$1,600,000, there was a healthy increase in the general building field. Lumbermen are taking a most optimistic view of the situation and are confident that building will climb to a new high mark during 1916 and that the lumber business will show a corresponding

The steady improvement in the factory demand is still one of the most favorable features. While the sash and door factories are still buying rather carefully, other hardwood consuming concerns are placing better orders. The furniture and chair manufacturing plants are meeting with unusual activity. The farm implement plants here and about Wisconsin are placing some good orders, preparing for the busy season which is The railroads have been buying well. The Chicago, Milwaukee & St. Paul railroad has been placing some exceptionally large orders for stock to be used in car repair work and in the construction of new cars at the West Milwaukee shops. The local box factories have been buying well, resulting in an improvement in low-grade hardwoods.

Wholesalers have been urging dealers to place their orders for spring stocks while transportation facilities are fairly good and before the available supply of dry hardwoods is exhausted. The general improvement in business has resulted in such a demand for cars that some interests are finding it difficult to secure enough.

Logging conditions have been ideal all over the lumber country for several months, and it is anticipated that the logging output will be much larger than that of the past year. The demand for lumber began to show more activity last fall and most of the lumber concerns of the state are now logging more extensively. Available stocks of dry hardwood, particularly in birch, maple and in some other lines, are getting low and a real shortage may be experienced before the new cut is ready for handling. There is an upward tendency in the market and general advances are anticipated by the time the spring trade shows more activity.

## Advertisers' Directory

NORTHERN HARDWOODS.	Kraetzer-Cured Lumber Co	Vail Cooperage Company	Eastman, S. L., Flooring Co 5	7
Arpin Hardwood Lumber Co 4	g Lamb-Fish Lumber Company 749	Vestal Lumber & Manufacturing	Kerry & Hanson Flooring Co 5	7
Attley, J. M., & Co 1		Co	Mitchell Bros. Company	3
Barnaby, Charles H	Probst Lumber Company	Whitmer, Wm., & Sons	Northwestern Cooperage & Lumber Company	ъ 5
Cobbs & Mitchell, Inc		Willson Bros. Lumber Company. 9 Wistar, Underhill & Nixon 9	Stearns Salt & Lumber Company Stephenson, I., Co., Trustees 5	5
Ellas, G., & Bro	7	Yeager Lumber Co., Inc 58	Strable Lumber & Salt Company. 5	57
Hatten Lumber Company			Tennessee Oak Flooring Co	0
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Maisey & Dion	Atlantic Lumber Company  2 Attley, J. M., & Co	East St. Louis Walnut Co		
McLean, Hugh, Lumber Co 5	8	Evansville Veneer Company 39	WOODWORKING MACHINERY	
Miller, Anthony 5 Mitchell Bros. Co	8 Baker-Matthews Mfg. Co 7-50 3 Bellgrade Lumber Company 7	Hamilton-Hill Veneer Co 45	Cadillac Machine Company 6	
Mowbray & Robinson Co 7.		Hoffman Bros. Company 7-12	Gerlach, The Peter, Company 5	j#
Northwestern Cooperage & Lbr. Company	Blanks, H. B., Lumber Company. 12 Bonner, J. H., & Sons	Huddleston-Marsh Mahogany Co  Long-Knight Lumber Company. 7	Mershon, W. B., & Co	
O'Melia, J. H., Lumber Co 4		Louisville Veneer Mills	VENEER MACHINERY	
Palmer & Parker Co	Brown, W. P., & Sons Lbr. Co 7 Buffalo Hardwood Lumber Co 58	Mengel, C. C., & Bro. Co Mississippi Veneer & Lumber Com-	Merritt Manufacturing Company5	59
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Richardson Lumber Company	Collax Hardwood Lumber Co 4	Nickey Bros., Inc41	Clyde Iron Works	
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Standard Hardwood Lumber Co 5	Darling Thag & Co	Ohio Veneer Company 48	DRY KILNS AND BLOWERS.	
Stearns Salt & Lumber Company. Stephenson, I., Co., Trustees 5	Davis, Edw. L., Lumber Co Day Lumber & Coal Company 7-48	Palmer & Parker Company	Dry Kiln Door Carrier Company.	
30	Dugen Lumber Co	Pickrel Walnut Company 11	Grand Rapids Veneer Works 6 Phila. Textile Mchy. Company	
Strable Lumber & Salt Company. Sullivan, T., & Co 5	58 Elias, G., & Bro 58	Rayner, J	rinia. Textile atchy. Company	•
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Yeager Lumber Company, lac Young, W. D., & Co	58 Kraetzer-Cured Lumber Co	Wisconsin Veneer Company 56 Wood-Mosaic Company 7	Company	
	Lamb-Fish Lumber Company 7.49 Liberty Hardwood Lumber Co 46		Lumbermen's Underwriting Alli-	-
oak.	Little Rock Lumber & Mfg. Co 4-7		ance	
Powell-Myers Lumber Co	Long-Knight Lumber Company 7		Manufacturing Lumbermen's Un- derwriters	
See List of Manufacturers en page	Maisey & Dion	East St. Louis Walnut Co	Pennsylvania Lumbermen's Mut.	
,	McLean, Hugh, Lumber Co 58 Miller, Anthony 58	Evansville Veneer Company 39	Fire Ins. Company	42
POPLAR.	Miller Lumber Company	Francke, Theodor, Erben Gmb. H. Hartzell, Geo. W	,	
Anderson-Tully Company 4	Nickey Bros., Inc41	Huddleston-Marsh Mahogany Co	TIMBER LANDS.	
Atlantic Lumber Company	Norman Lumber Company 7		Campbell, L. E., Lumber Company	
Day Lumber & Coal Company7-	Powell-Myers Lumber Co	McCowen, H. A., & Co	Lacey, James D., & Co	31
RED GUM.	Probst Lumber Company	Otis Manufacturing Co 2	TIMBER ESTIMATORS.	
Aberdeen Lumber Company	Roddis Lumber and Veneer Co	Palmer & Parker Co	McDonald, Thomas J	54
	1.7 Salt Lick Lumber Company Skeele-Roedter Lumber Co 10	Pickrel Walnut Company	MIGORI I ANDOLIO	
Attley. J. M., & Co	10 Sondheimer, E., Company 7 50 Spotswood, E. R., & Son	Rayner, J 9	MISCELLANEOUS.	E A
Baker-Mathews Mfg. Co7- Bellgrade Lumber Company	Standard Hardwood Lumber Co 58	Sanders & Egbert Company	Childs, S. D., & Co	
Bliss-Cook Oak Company 7-			Dry Kiln Door Carrier Company	
Blanks, H. B., Lumber Company. Bonner, J. H., & Sons 7-	50 Swain-Roach Lumber Company. 4		Gerlach, The Peter, Company	9
Brown, Geo. C., & Co	-12 Tennessee Oak Flooring Co	5	Lumbermen's Credit Assn  Perkins Glue Company	36
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### NO. 1 C. S. I. A. A. Sp. 2 vrs. dry. YEAGER I. NO. B.R. Ballado, N. Y.

### MAHOGANY

FAS. NO. 1 C., SHORTS, WORMY, all 15 to bull of Marchan African HUDDLES of NAHOGANY CO., Chleago, III.

### MAPLE—HARD

NO. 1 C A BUR. 14' 7" & up. 3 mos. dry, about 50' FAS EAST JORDAN LUMBER CO., NO. 2 & BTR. 44, 64, 104 & 12/4", ran. dths. 1 vr dry. HATTEN LUMBER CO., New 1. Vers 2. C. 84". E. R. SPOTSWOOD & SON, tota, Ky NO. 3 C. 44". STACK LUMBER CO., Mason-

TAS 1 17 & A FAS 3 & 4 12"; QTD. STRIPS, 14", 21; to 515". HOFFMAN BROTH-NO. 3 C. 5 I". KNEELAND-BIGELOW CO., 2 A BTR. 4 1". STACK LUMBER CO., FASS 4 61 & up. 2 vrs. dry. YEAGER LUM-

### OAK—PLAIN RED

All 1 1 1 5 4 8 4 & 12 4", 18 mos dry, BAKER-AATTHEWS MANUFACTURING CO., BAKER-MATTHEWS MANUFACTURING CO., Sikeston, Mo. No. 2 C. & BTR. 24 & 44". BELLGRADE LUMBER Co., Momphis, Tenn. No. 2 C. 14". 1 yr. dry. H. B. BLANKS I HIS A NO. 2 C. 14". 1 yr. dry. H. B. BLANKS I HIS A NO. 2 C. 14 to the dry plump thick I have dry plump think I have dry plump think I have dry plump think I have dry plu PAS 5 F NO. 1 C. & NO. 2 C. 4'4", ready for apparent from southern holdings. CRANDALL TAS 3 1 & 4 4"; COM, 3 4" & 4 4". CHARLES ABLINE COMPAGE IT TO A STATE OF THE ASSETS O

## HARDWOODS FOR SALE

NO. 1 C., 4/4", 4" & up, 40% 14 & 16', 5 to 8 mos. dry; NO. 2 C., 4 4", 3" & up, 40% 14 & 16', 5 to 8 mos. dry; NO. 2 C., 4 4", 3" & up, 40% 14 & 16', 5 to 8 mos. dry; LIBERTY HARDWOOD LUMBER CO., Big Creek, Tex.

COM & BTR. 4/4', ran. wdths. & lgths., 2 yrs. dry. LOUISVILE VENEER MILLS, Louisville, Ky.

NO. 1 C. & NO. 2 C. 4'4", 25% 14 & 16'. NORMAN LUMBER CO., Louisville, Ky.

NO. 1 & BTR. 5/4". E. R. SPOTSWOOD & SON, Lexington, Ky.

FAS 3 4 & 4'4", 6" & up, 4 mos. dry; NO. 1 C. 3/4 & 4 4", 4" & up, 4 mos. dry; NO. 1 C. 3/4 & 4 4", 4" & up, 4 mos. dry; NO. 2 C. 4/4", 3" & up, 4 mos. dry; NO. 1 C. 4'4", 4" & up, 5 mos. dry; NO. 1 C. 4'4", 4" & up, 4 mos. dry; NO. 1 C. 4'4", 4" & up, 4 mos. dry; NO. 1 C. 4'4", 4" & up, 5 mos. dry; NO. 1 C. 4'4", 4" & up, 5 mos. dry, NO. 1 C. 4'4", 4" & up, 5 mos. dry; NO. 1 C. 4'4", 4" & up, 5 mos. dry, NO. 1 C. 4'4", 4" & up, 5 mos. dry, NO. 1 C. 4'4", 4" & up, 5 mos. dry, NO. 1 C. 4'4", 4" & up, 5 mos. dry, NO. 1 C. 4'4", 4" & up, 5 mos. dry, NO. 1 C. 4'4", 4" & up, 5 mos. dry, NO. 1 C. 4'4", 4" & up, 5 d. 6'4", 8 to 16 mos. dry, NO. 1 C. 4'4", 4" & up, 5 d. 6'4", 8 to 16 mos. dry, NO. 1 C. 4'4", 4" & up, 5 d. 6'4", 8 to 16 mos. dry, NO. 1 C. 4'4", 4" & up, 5 d. 6'4", 8 to 16 mos. dry, NO. 1 C. 4'4", 4" & up, 5 d. 6'4", 8 to 16 mos. dry, NO. 1 C. 4'4", 12' to 16' long; NO. 1 & 2 C. 3'4, 4 & 8'4", 12' to 16' long; NO. 1 & 2 C. 3'4, 4 & 8'4", 12' to 16' long; NO. 1 & 2 C. 3'4, 4 & 8'4", 12' to 16' long; NO. 1 & 2 C. 3'4, 4 & 8'4", 12' to 16' long; NO. 1 & 2 C. 3'4, 4 & 8'4", 12' to 16' long; NO. 1 & 2 C. 3'4, 4 & 8'4", 12' to 16' long; NO. 1 & 2 C. 3'4, 4 & 8'4", 12' to 16' long; NO. 1 & 2 C. 3'4, 4 & 8'4", 12' to 16' long; NO. 1 & 2 C. 3'4, 4 & 8'4", 12' to 16' long; NO. 1 & 2 C. 3'4, 4 & 8'4", 12' to 16' long; NO. 1 & 2 C. 3'4, 4 & 8'4", 12' to 16' long; NO. 1 & 2 C. 3'4, 4'4"; CMM. 5'4", WILLIAMS LUMBER CO., Fayetteville, Tenn.

### OAK-QUARTERED RED

NO. 1 C. & BTR. 4'4, 1 yr. dry. BAKER-ATTHEWS MANUFACTURING CO., Sikeston,

Louisville, Ky.

FAS 4-4", 6" & up, 10 to 16', 1 yr, dry. THE
MOWBRAY & ROBINSON CO, Cinemnati, O.

FAS 4/4", 6" & up, 3 mos. dry; NO. 1 C. 4/4",
4" & up, 6 mos. dry; NO. 2 C. 4/4", 3" & up, 6
mos. dry. STIMSON VENEER & LUMBER CO.,
Memphis, Tenn.

### OAK-PLAIN WHITE

ALL grades, 4'4, 5'4, 8'4 & 12'4", 18 mos dry. BAKER-MATTHEWS MANUFACTURING CO.,

BAKER-MATTHEWS MANUFACTURING CO., Sikeston, Mo.

LOG RUN 4/4", 1 yr. dry. H. B. BLANKS LUMBER CO., Cairo, Ill.

NO. 1 C. & BTR. 4/4 to 12 '4", piled at Buffalo yard. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS 8 4", 18 mos dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS & NO. 1 C. 4'4", 3 mos dry. H. H. HITT LUMBER CO., Decatur, Ala.

NO. 1 & NO. 2, 4'4", FAS 4/4". GEORGE F. KERNS LUMBER CO., Chicago, Ill.

FAS 4 4", 8" & up, 40% 14 & 16', 10 mos dry; NO. 2 C., 4/4", 3" & up, 40% 14 & 16', 4 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Tex.

COM. & BTR. 4/4", ran. wdths. & lgths., 2 yrs. y. LOUISVILLE VENEER MILLS, Louisville,

dry. LOUISVILLE VALUE VA

Gry. STIMSON VENEER & LUMBER CO., Memphis. Tenn.

NO. 2 C. & BTR. 4'4. 5'4 & 6'4", 1 to 2 yrs. dry, northern Ind. stock; NO. 2 C. & BTR. 4'4, 5'4, 6 & 6'4", 1 to 2 yrs. dry, northern Ind. stock; NO. 2 C. & BTR. 4'4, 5'4, 6'4", 4 to 8 mos. dry, Ark. stock. VAIL COOPERAGE CO., Ft. Wayne, Ind. FAS 4'4 & 5'4", 12' to 16' long; NO. 1 & 2 C. 3'4, 4 & 5'4", 12' to 16' long. GEO. C. BROWN & CO., Memphis, Tenn.

FAS 4 4, 5'4 & 6'4"; COM. 5'4 & 6'4". WILLIAMS LUMBER CO., Favetteville, Tenn.

OAK—QUARTERED WHITE

NO. 2 C. & BTR. 3/4 & 8/4". BELLGRADE LUMBER CO., Memphis, Tenn. NO. 1 C. & BTR. 4/4 to 12/4", piled at Buffalo yard. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y. CHARLES DARLING & CO., Chicago, III.

cago. III.
NO. 1 C. & NO. 2 C. 4'4", 3 mos. dry. H. H.
HITT LUMBER CO., Decatur, Ala.
FAS 3'8 to 8'4", HOFFMAN BROTHERS CO.,

t Wayne, Ind. t. Wayne, Ind. 5.8 & 4/4", ran. wdths. & lgths., to 10 mos. dry. LOUISVILLE VENEER MILLS.

COM. & BTR. 5.8 & 4/4", ran, wdths. & lgths., 8 to 10 mos. dry. LOUISVILLE VENEER MILLS. Louisville, Ky.
FAS 4/4"; NO. 1 & NO. 2 C. 4/4". E. R. SPOTSWOOD & SON. Lexington, Ky.
FAS 1/2 & 3/4". 6" & up. 1 yr. dry; FAS 4/4". 6" & up. 3 mos. dry; FAS 5/4 & 6/4", 6" & up. 6 mos. dry; FAS 8/4", 6" & up. 4 mos. dry; NO. 1 C. 4 4. 5/4 & 6/4", 4" & up, 1 yr. dry; NO. 1 C. 4 4. 5/4 & 6/4", 4" & up, 6 mos. dry; NO. 1 C. 8/4", 4" & up, 6 mos. dry; NO. 1 C. 8/4", 4" & up, 6 mos. dry; NO. 1 C. 8/4", 4" & up, 6 mos. dry; NO. 1 C. 8/4", 4" & up, 6 mos. dry; NO. 1 C. 8/4", 4" & up, 6 mos. dry; NO. 1 C. 8/4", 4" & up, 6 mos. dry; NO. 1 C. 8/4", 4" & up, 6 mos. dry; NO. 1 C. 8/4", 4" & up, 6 mos. dry; NO. 1 C. 8/4", 4" & up, 6 mos. dry; NO. 1 C. 8/4", 4" & up, 6 mos. dry; NO. 1 C. 8/4", 4" & up. 6 mos. dry; NO. 1 C. 8/4", 4" & up

NO. 2 C. 4/4", 4" & up. bone dry; FAS 4/4", 6" & up. 6 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind. FAS 4.4", UTLEY-HOLLOWAY LUMBER CO., Chicago, Ill. FAS 4/4, 12' to 16' long; NO. 1 & 2 C. 4/4 & 5/4", 12' to 16' long. GEO. C. BROWN & CO., Memphis, Tenn.
FAS 4/4", 10" & over wd.; FAS & COM. 4'4"; CLEAR STRIPS 4 4", 4½ to 5½" wd. WILLIAMS LUMBER CO., Fayetteville, Tenn.

### OAK—MISCELLANEOUS

NO. 2 C. & BTR. 4/4", over-flowed-cleaned, 6 mos. dry. H. B. BLANKS LUMBER CO., Cairo,

NO. 1 LATH, 4'. SKEELE-ROEDTER LUM-BER CO Chicago.
SOUND WORMY 4'4"; NO. 2 & NO. 3 C. 5/4";
PLANKING 8 4" & 12.4", 6" & up; NO. 3, 4.4".
E. R. SPOTSWOOD & SON, Lexington, Ky.
FAS 8/4 to 16 4", 6" & up, 2 yrs, dry, YEAGER QUMBER CO, INC., Buitalo, N Y.

### **POPLAR**

SAPS & SEL. 44", 4 mos. dry, bright stock. LARENCE BOYLE, INC., Chicago III. COM. & BTR. 5'8 & 44", ran, wdths. & lgths., to 8 mos. dry. LOUISVILLE VENEER MILLS,

6 to 8 mos, dry. LOUISVILLE VENEER MILLS, LOUISVILLE, KY.

NO. 1 C. 4'4 & 5,4", 4" & up, 10 to 16', 1 yr. dry; NO. 2 C. 4 4", 4" & up, 10 to 16', 1 yr. dry; NO. 1 C. QTD., 4 4", 4" & up, 10 to 16', 1 yr. dry; THE MOWBRAY & ROBINSON CO., CINCIN-

nati, O. FAS 4 4", 14" & up, 50% 14 & 16'; NO, 1 C, 4'4, 5'4 & 6.4", 50'/; 14 & 16'; NO, 2 C, 6 4", 50% 14 & 16'; NO, 3 C, 6 4", 50% 14 & 16'; NO, 3 C, 4 4", E. R. SPOTSWOOD & SON, Lexington, Ky. PANEL 4 4", 28" & up. SWAIN-ROACH LUMBER CO., Seymour, Ind.

### **SYCAMORE**

LOG RUN, m. c. o., 4/4", 40% 14 & 16', 11 mos, ry. LIBERTY HARDWOOD LUMBER CO., Big

### WALNUT

COM. & BTR. 4'4 to 6 4". HOFFMAN BROTH-RS CO., Ft. Wayne, Ind. FAS & NO. 1 C. 5 8 to 8'4", very dry. HUD-LESTON-MARSH MAHOGANY CO., Chicago,

COM. & BTR. 44", ran. wdths. & lgths., 6 to 8 es. dry. LOUISVILLE VENEER MILLS, Louis-(O, 1 C, 4/4", 4" & up, 10 to 16', 1 yr. dry. E MOWBRAY & ROBINSON CO., Cincin-

LOG RUN. E. R. SPOTSWOOD & SON, Lex-

### MISCELLANEOUS

CRATING, gum, etc., 3'4", 4" & up. SWAIN-ROACH LUMBER CO., Seymour, Ind.

### **FLOORING**

MAPLE—CLEAR, 13 16"x1½": SEL. NO. 1, 13 16"x2" and 13 16"x2½,": 3 8"x1½": NO. 1 FCTY. 13/16"x2" and 13/16"x2½": RED OAK—SEL. NO. 1, 3 8"x7'8". THE T. WILCE CO., Chicago, Ill.

### VENEER—FACE

### ASH

LOG RUN up to 1/8" inc., 12" & up, 5 to 8'. BIRDS EYE VENEER CO., Escanaba, Mich. No. 1, 1/12", 8 to 28" wd. 20" 1g., rty, MISSISSIPPI VENEER & LUMBER CO., Cedars,

### BIRCH

LOG RUN up to 1/8" inc., 12" & up, 5 to 8'; DOOR STOCK 1/8", cut to dimension as desired. BIRDS EYE VENEER CO., Escanaba, Mich. LOG RUN & DOOR STOCK, 1/20", 1/16 & 1/8", rty. cut. HUDDLESTON-MARSH MAHOGANY CO., Chicago, 11.

LOG RUN 1/20, 1/16 & 1/12" up to 86" long. WISCONSIN SEATING CO., New London, Wis.

### ELM

LOG RUN 1/20, 1/16 & 1/12" up to 86" lon WISCONSIN SEATING CO., New London, Wis.

### **GUM**

### **MAPLE**

BEXE, 12" & up wd., 5 to S' long in sheets, also cut to dimension as desired. BIRDS EYE VENEER CO., Escanaba, Mich.

### MAHOGANY

PLAIN & FIG., Mexican and African, 1/28 to 1/4". HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ili.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

### OAK—PLAIN

LOG RUN up to 1/8" inc., 12" and up, 5 to 8'; DOOR STOCK 1/8" cut to dimension as desired. BIRDS EYE VENEER CO., Escanaba, Mich. LOG RUN & DOOR STOCK, 1/20, 1/16 & 1/8", rty. cut. HUDDLESTON-MARSH MAHOGANY

rty. cut. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
No. 1, red. 1/12", 8 to 28" wd., 20" long, rty.;
No. 1, red. 1/4", 51/4" to 141/4" wd., 7 to 29" long, rty.; No. 2, red. 4", 54/4" wd., 82 to 86" lg., stile ven. MISSISSIPPI VENEER & LUMBER COMPANY, Cedars, MISS.
LOG RIN 1/20, N/16 & 1/12" up to 86". WISCONSIN SEATING COMPANY, New London, Wis.

### OAK—QUARTERED

SLD. & SWD., QTD., all thicknesses. HOFF-MAN BROS. CO., Fort Wayne, Ind.
SLD. & SWD., 1/20, 1/8". HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.
ANY thickness. LOUISVILLE VENEER MILLS, LOUISVILLE VENEER MILLS, Louisville, Ky.

### WALNUT

SLD. & SWD., all thicknesses. HOFFMAN BROS. CO., Fort Wayne, Ind.
SLICED & ROTARY CUT. HUDDLESTON-MARSH MAHOGANY CO., Chicago, III.
ANY thickness. LOUISVILLE VENEER MILLS, LOUISVILLE VENEER MILLS, Louisville, Ky.

### CROSSBANDING AND **BACKING** BIRCH

1/28", 1 24", 1/20", 1/16", 12" & up. 5 to 8', also cut to dimension as desired. BIRDS-EYE VE-NEER CO., Escanaba, Mich.

### GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

### **MAPLE**

1 28", 1 24", 1 20", 1 16", 12" & up, 5 to 8', also cut to dimension as desired. BIRDS-EYE VE-NEER CO., Escanaba, Mich.

### **POPLAR**

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

### PANELS AND TOPS **BIRCH**

1/4, 5/16, 3/8", stock sizes, good 1 and 2 sides. HUDDLESTON-MARSH MAHOGANY CO., Chi-

cago, IV. 3 **PLY**, good 1 and 2 sides, 1250 pieces  $\frac{1}{4}$  x 24 x 72"; 986 pieces  $\frac{1}{4}$  x 30 x 72", 346 pieces  $\frac{1}{4}$  x 36 x 60"; 260 pieces  $\frac{1}{4}$  x 30 x 60"; 154 pieces  $\frac{1}{4}$  x 18 x 72". WISCONSIN SEATING CO., New London, Wis.

### GUM

QTD. FIG. any thickness. LOUISVILLE VE-NEER MILLS, Louisville, Ky.

### **MAHOGANY**

1/4, 5/16, 3/8", stock sizes, good 1 and 2 sides. HUDDLESTON-MARSH MAHOGANY CO., Chi-

cago, III.

ANY thickness. LOUISVILLE VENEER MILLS,
Louisville, Ky.

### OAK

PL. & QTD., 14. 5 16. 3'8", stock sizes, good 1 and 2 sides. HUDDLESTON-MARSH MAHOG-ANY CO., Chicago. III.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville. Ky.

5 PLY, white oak 2 sides, 20 pieces % x17 x 62"; 5 PLY, 1 boak 2 sides, 234 pieces % x24 x 60"; 56 pieces % x24 x 72"; 3 PLY, red oak 2 sides, 25 pieces % x24 x 72"; 3 PLY, red oak 2 sides, 25 pieces % x24 x 72"; 3 PLY, red oak 2 x 60"; 56 pieces % x24 x 72"; 3 PLY, red oak 2 x 60"; 56 pieces % x24 x 72"; 3 PLY, red oak 2 x 60"; 56 pieces % x24 x 72"; WISCONSIN SEATING COMPANY, New London, Wis.

### WALNUT

ANY thickness Louisville, Ky. LOUISVILLE VENEER MILLS.

## **CLASSIFIED ADVERTISEMENTS**

Advertisements with be inserted in this seminative in wing rates;

For one Insertion .... 20c a fine 35c a time For two insertions For three insertions ton a Line .. 60. a line For four insertions

Figit words for drown length make one one Hearing out to as two firm No do, by vacuation headings out be ad-mitted.

Remittances to accompany the order. No atra-charges for copies of paper containing the advertisement,

### LOGS WANTED

### WANTED-BLACK WALNUT LOGS

500 care good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO, W. HARTZELL, Piqua, Obio

### DIMENSION STOCK WANTED

### WANTED-DIMENSION OAK

Plain and Quartered. Write us for specifica tions and prices. INDIANA QUARTURED OAK CO., 52 Vanderbilt Ave., New York, N. Y.

### VENEERS FOR SALE

### FOR SALE-ROTARY CUT RED OAK-

&" Veneer, cut in squares ranging from 14x14 to 23x25". Address "BOX 10, care Hardwood RECORD.

### WAGON STOCK WANTED

### WE ARE IN THE MARKET

For all kinds of Wagon Stock such as Oak Bolsters, Reaches, Tongues, Sawed Felloes, Hounds and Hickory Axles-also car material. Quote KONZEN-SCHAFER LBR. CO., best prices. Blue Island Av. & Robey St., Chicago

### TIMBER LANDS WANTED

### THOROUGHLY RESPONSIBLE PUR-CHASER

With ample means will pay cash for tracts (2,000 acres and up) of virgin pine, cypress, and bard wood timberlands owned in fee-in the southern and southeastern states.

We are not brokers, commission men or factors, but actual buyers, and all propositions submitted will be regarded in confidence.

We solicit correspondence only with owners or their legally authorized representatives. Address "BOX 90" care HARDWOOD RECORD.

### **LUMBER FOR SALE**

### FOR SALE

35 Mars Webs that the No. 2 Command and will so No. 1 Concord of the good completely J. P. BROWER, Fayetteville, Ark

### FOR SALE BLACK WALNUT LOGS

I hare a few . . . . 28. Wr. !! P. R. LOORMAN, Bloomington 1

### FOR SALE HARDWOOD LUMBER

in to the destroyer a cat to real planets COLL WOODWORKING CO., Learer Hall, La

### LUMBER WANTED

### WANTED BOX LUMBER

in the three that shert empt its a top and tradelle ACME PON CO, Omaha No-

### MACHINERY FOR SALE

### FOR SALE

so two Board hat ber in his t to the condition could be with ida, counter Laff

Value 180X/1877 con Hambaro is Recent

### BAND MILL, ETC.

A Community No. B Band Mill, 36' Caprac . Seed to be bood. Slab stasher, Lave rolls, et Log cr — are in splenger consistent. REFEANCE EQUIPMENT CO., INC. are in splended condition, will

### FOR SALE

From A Mrs. Co. Class B 1914 mode, 40 tena not rada commotive, and only 15 month in the best of condition.

And can Horst & Derrick Co. model C. Lez loader with new boiler and in good repair.

THE OAK WOOD LBR CO., Maintle, O.

### TIMBER ESTIMATING

### TIMBER ESTIMATING

Timber estimates, reports, maps, surveys and logging plans.

> T. J. McDONALD, East Tennessee Bank Bldg . Knoxville, Tennessee.

### **BUSINESS OPPORTUNITIES**

### OPENING FOR WHOLESALE YARD

Louisville yard excellent layout, about 200x 125' switch entire length on B. & O., Monon & Southern tracks, well arranged, no teams required and inexpensive to operate. Also excellent KENTUCKY INDIANA HARD fectory sat WOOD CO., Louisville, Ky.

### FOR SALE

to to 20 years' hardwood stumpage for lumtor, dimension and chair back mill; also sawmills and logging equipment. Terms to responsible

Address BOX 486, Palestine, Texas.

### FOR SALE—SAWMILL AND TIMBER

Circular mill 25,000 feet capacity. Locomotive skidder and loader and all appliances. About 6,000,000 feet timber. Hardwoods-Oak, Ash and Gum. Other timber can be bought. For the cars apply to A. S. BACON & SONS. Savannah, Ga.

### WANTED-A COMPETENT MAN

A off interest in a well established, very profitable rotary cut veneer business. This busimess will bear the closest investigation, but want a man who is capable and willing to assume the responsibility of the logging, and also of the plant, which is well organized and in full operation. Address "BOX 11," care HARDWOOD

### EMPLOYMENT WANTED

### POSITION WANTED

desperate of carriage automobile clid · ' · · · INSPICEOR " Edwon Hotel, St. I. W.

### WANTED A POSITION

1 fts and of the or engineer familiar with the state of the state of timber open ogerating lendwood plants, mak 11+ 15 The state of the as need in Denmark

Year of ed habite and best of references

Addi heek 21 care Hardwood Ricoud.

### **EMPLOYES WANTED**

### WANTED HARDWOOD INSPECTOR

To see of a half Chiengo yard. Must be it a manar with both Northern and Address "BOX 20" care Segretary of the color HALL OF BUILDING

### A WHOLESALE LUMBER FIRM

Lead to the the city of New York with ample conformation to extend its business and is Alons to open communications with that to a man well informed in hardwoods, both the buying and the selling end. He must be capable of taking charge of this department. Please address fully, giving experience and other qualifications, and be assured that all replies will be treated with the utmost confidence.

Addit s "BOX 17," care Hardwood Record.

### MISCELLANEOUS

Swage your CHISEL and SOLID TOOTH CIRCULAR, your BAND, GANG and CYL-INDER SAWS with the

### "SIMPLEX"

The only 8 in I Roller Die Swage made. WRITE FOR PRICES.

The Peter Gerlach Company, CLEVELAND, SIXTH CITY

### You have OLD CUSTOMERS

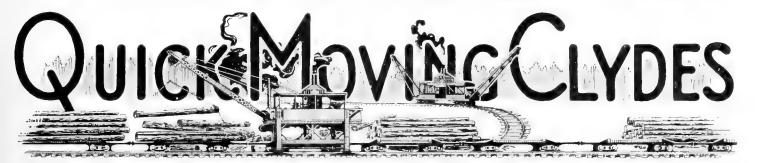
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must be added constantly to move your Lumber these days.
To this end accurate knowledge of factory needs

Is essential

We have this information in strictly up-to-date form, all tabulated and ready for instant use. It is proving a big asset in many hardwood offices these days. Can you afford to give your competithese days, thu you to this advantage; tor this advantage; Let us tell you more about it. HARDWOOD RECORD, Ellsworth Building, Chlengo, Ill.

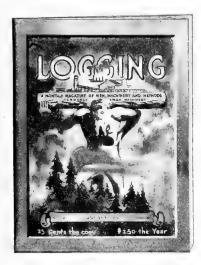






A MERICAN lumbermen have the reputation for getting lower logging costs than are found in any other part of the world.

In this connection it is interesting to note that of the total membership of the greatest and most progressive organization of manufacturing lumbermen in the world—the Southern Pine Association—more than seventy-five per cent own and operate Quick-Moving Clydes. We are proud of the part our machines have been permitted to play in upbuilding efficiency in the logging end of this great industry; to further which development we have dedicated our monthly magazine of men, machinery and methods known formerly as "Steam Machinery" and since the first of 1915 as "LOGGING." Many of those who read this are readers also of LOGGING. Others are invited to send for a sample copy.



# Clyde Iron Works

Head Office and Factory Duluth, Minn., U. S. A.

Branches in New Orleans, Savannah, Houston, Chicago, Memphis, Portland, Seattle & London, Eng.

# VENEERS AND PANELS

# Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS. VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

# It's here right now

That prosperity you've been pulling for—that we've all been hoping for, has arrived. It isn't a monopoly—there's enough to go around.

# Wisconsin Seating Co. Panels

Those jim dandy 3 ply and 5 ply panels, that to know is to use and praise, will help you get your share. In all the woods. Connect up with real quality now.

REMEMBER

Good Times and Good Goods Win

WISCONSIN SEATING CO.
NEW LONDON WISCONSIN

#### DOOR MAKERS

can buy one 1/8" birch and oak veneer from stock on hand. This means prompt service. We sell log run or cut to standard dimensions.

#### FURNITURE MANUFACTURERS

can be assured of consistent quality in our 3/16'' and  $\frac{1}{4}''$  three-ply birch or oak drawer bottoms or case racks.

## Wisconsin Veneer Co.

Rhinelander, Wisconsin

Have nothing to offer but Sliced Ouartered White Oak

# VENEERS

which we carry in large quantities.

Let us quote vou.

The Buckeye Veneer Co.

Dayton, Ohio

# Geo.L.Waetjen & Co.

MILWAUKEE

WISCONSIN

Our large stock of

### PANELS AND VENEERS

at all times assures the summer of immediate shipments.

If It's Veneer or Veneered We've Got It

Write for Our Monthly Stock List

"WE ARE GETTING RESULTS"

WRITES ONE ADVERTISER

This Means That He Is Getting

### NEW BUSINESS

Through His Ad

If we can do it for him is there any logical reason why we can't for you?

MAKE US PROVE IT

HARDWOOD RECORD, CHICAGO



# "Ideal" Steel Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

#### ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

# I. Stephenson Co., Trustees

WELLS, MICHIGAN

#### EAST JORDAN LUMBER CO. EAST JORDAN, MICHIGAN

#### We Offer for Prompt Shipment:

15M 1x7" up No. 1 Common & Better Maple.

18M 4/4 No. 1 Common & Better Quartered Maple.

200M 4/4 Full Log Run Beech.

50M 4/4 Full Log Run Birch.

50M 4/4 No. 3 Common Birch.

Write for prices

FULL THICKNESS

BAND SAWN

QUICK SHIPMENT

# "Chief Brand" Maple and Beech Flooring

in 3, 5 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

## Kerry & Hanson Flooring Co.

We are members of the Maple Flooring Manufacturers' Association

## VON PLATEN LUMBER COMPANY

Iron Mountain, Mich.

Have following stock at Iron Mountain, car shipments:

200 M ft. 8,4 No. 3 Com. Maple.

300 M ft. 4/4 No. 3 Com. Maple.

100 M ft. 6/4 No. 3 Com. Maple.

40 M ft. 10/4 No. 2 Com. & Better Maple. 100 M ft. 6 ft. Coal Door Lumber. 100 M ft. 4 4 No. 1 and 2 Common Birch.

100 M ft. 5/4 No. 1 and 2 Common Birch.

50 M ft. 8/4 No. 3 Common Bass-

50 M ft. 6/4 No. 3 Common Bass-wood.

# Strable Lumber & Salt Co.

Manufacturers of

Hardwood Lumber

AND

Maple Flooring

SAGINAW, **MICHIGAN** 

# EASTMAN FLOORING CO. SAGINAW, MICH.

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, IN-DIANA, OHIO, PENNSYLVANIA, NEW YORK

IT'S the BEST SALES MEDIUM for HARDWOOD LUMBER

## BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm, Brown Ash, Red Oak and Hardwood Lath.

Birch Dimension Stock Cut to Sizes

LET US OUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.



The Foremost Hardwood Market of the East

G. Elias & Bro. HARDWOODS

White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Mill-work, Boxes, Maple and Oak Flooring

955-1015 ELK STREET

ANTHONY MILLER HARDWOODS OF ALL KINDS

893 Eagle Street

Hugh McLean Lumber Co.

OUR SPECIALTY:

*OUARTERED* WHITE OAK

940 Elk Street

**BUFFALO HARDWOOD** LUMBER CO.

Dry band sawed stock

Piled at our Yard at Buffalo ready for shipment Ash, No. 1 Com. & Better, 4 4 to 16 4 dry stock Plain Red Oak, No. 1 Common & Better, 4/4 to 12 4, dry stock
Plain White Oak, No. 1 Common & Better, 4/4 to 12/4, dry stock

940 Seneca Street

Yeager Lumber Company, Inc.

Specialties:

Oak, Ash and Poplar

932 ELK STREET

Standard Hardwood Lumber

OAK, ASH and CHESTNUT

1075 Clinton Street

T. SULLIVAN & CO. Hardwoods Ash and Elm

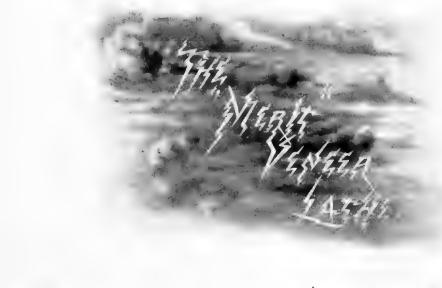
NIAGARA — CORNER ARTHUR

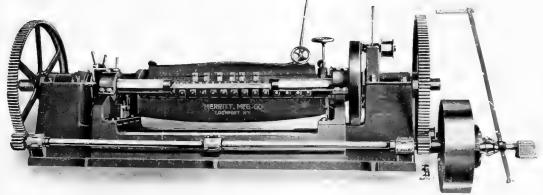
The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries. W/3



# THE ARROW— THE SIGN OF MERIT







MERRITT MFG. COMPANY Lockport N.Y., U.S.A.

Manufacturers of VENEER LATHES, CLIPPERS, RE-DRIERS and CRATE MACHINERY

# A QUARTER CENTURY OF SUCCESSFUL MANUFACTURE



# The Stimson Operations

J V Stimson Prop. J V Stimson Huntingburg Ind F A Stimson, Mgr

J. V. STIMSON HARDWOOD CO

Memphis Tent.

B. F. Katterbenry Sec. y-Treas.
C. H. Meyer, Office Sales Mgr.

SIIMSON VENEER AND IUMBER CO.
Memphis, Tetin.
R C Stimson Pres
R Petrus Office Sales Mgr.

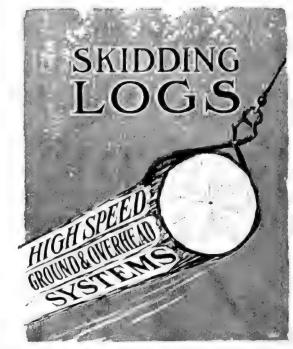
## HARDWOOD LUMBER

38" and up in

Northern and Southern Oak, Walnut, Hickory, Elm, Poplar, Ash, Maple

Rotary veneers, regular and special stock in plain and quartered Northern and Southern oak and gum.

V B C-WESTERN UNION CODE



Our interlocking engine drums used on overhead systems reduce strain on main cable over 30%.

Write for Particulars

# LIDGERWOOD MFG. COMPANY 96 Liberty St., NEW YORK

NEW ORLEANS, LA. Woodward Wight & Co., Ltd.

SEATTLE, WASH.
Lidgerwood Mfg. Company

# **GRAND RAPIDS** VAPOR DRY KILN

**GRAND RAPIDS MICHIGAN** 

-129-

Grand Rapids Vapor Kilns sold in the last

-122-

days of the year 1915.

-54-

of these were Repeat Orders.

Repeat orders represent satisfaction. We can guarantee experienced engineering ability and efficient service.

Over 1300 Grand Rapids Vapor Kilns in use.

Write us regarding better drying.

Western Agents: Greeff Varnish Driers.

## BROOM HANDLE *MACHINERY*

Another one of our Broom Handle Specialties-Standard four-saw Splitter, for ripping bolts of any width into broom handle squares. Will rip forty thousand squares per day, and is substantially built throughout.

We manufacture a complete line of Broom Handle Machinery, and are in position to furnish your requirements, even to the design of your plant.

Write us for information about our Lathes, Tumblers, Boiters, Chucking and Boring Machines and in fact anything you require in this line.



Broom

Bolter

Cadillac Machine Co. Cadillac, Michigan

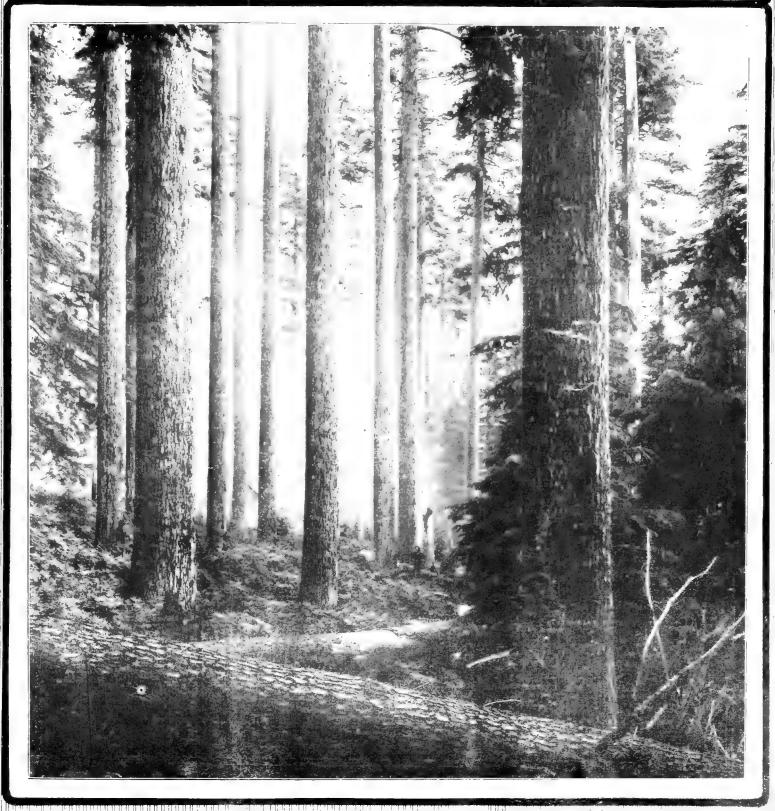
# FORWOOD ROCCE

Twenty-First Year Semi-Monthly

CHICAGO, FEBRUARY 25, 1916

Subscription \$2.

Single Copies, 10 Cents.



# J. Gibson McIlvain & Co.

Philadelphia, Pennsylvania ESTABLISHED 1798

# MANUFACTURERS of LUMBER

*HARDWOODS* Our Specialty

Send Us Your Inquiries

Your Order Will Follow

# There's a Difference Between Our Kraetzer-Cured Gum and Ordinary Gum Lumber

There's a difference between our product and other stock that is being sold as Kraetzer-Cured. Ask the man who has tried both, or make a trial yourself. Do not be deceived.

Look for the Brand

That's Your Guarantee;



Our Aim

Our Apology

The Kraetzer-Cured Lumber Company Moorhead, Miss.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

# Michigan Hardwoods Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

# Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

# Stock Widths

No. 3 Common Hardwoods

We can furnish No. 3 Common Maple and Beech, random lengths, as follows:

1x4	1x 8
1x5	1x 9
1x6	1x10
1x7	1x11 & wid

The stock is mixed Maple and Beech but runs largely Maple

## Mitchell Brothers Co.

Sales Department, Cadillac, Michigan



The Puritan Apartments, Louisville, Ky.

# Figured Red Gum for Interior Trim

This magnificent apartment building has trim of Plain Red Gum and veneered paneling of Figured Red Gum, all of which we supplied.

#### We Easily Lead in Figured Gum Products

Choice Figured Veneers for high grade cabinet work. Samples on request.

 $1.8'' \times 3/16''$  Sawed Qtd. Gum for door stiles and rails.

Veneered paneling for wainscoting, etc.

The Louisville Veneer Mills

Figured Gum Headquarters

LOUISVILLE KENTUCKY





## A floor to adore

our flocklet tells all about Hardwood riburing and how to care for it also prices and is free

# The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

# STEARNS"

Hardwood Specialists

5,000,000 feet 4-4 to 8-4

# **BEECH**

A complete stock of thoroughly dry Beech in all grades

We specialize in Kiln Dried Stock

The STEARNS SALT & LUMBER CO.

LUDINGTON, MICH.

Claims backed by a guarantee necessarily assure you of the

# Real Indiana Oak



When you want to buy that class of stock. The oak logs cut at our La Porte, Ind., mill come from this state and nowhere else.

Our Marmaduke, Ark., plant turns out a fine line of Oak, Ash and Cypress.

Consider what it means to you when our cooperage plants take all the powerer stock and you get only the cream.

Try out that statement

Vail Cooperage Co. Ft. Wayne, Indiana

Rope and Twist Work in various styles and wood, made to detail or send us your turnings and we will

rope or twist

Proceedings to expect the second of the Sour inquiries are a seed of the second of the

to suit

The F. A. Requarth Company Monument Ave. and Sears St. Dayton, O.

Salt Lick Lumber Co.

MANUFACTURERS OF

Oak Flooring

Complete stock of  $\frac{3}{8}$ " and 13/16" in all standard widths



OF THE SOUTH



Can You Use Any of the Following Items?

Quartered White Oak 4-4 ls and 2s, 72,000 ft. 4-4 No. 1 Com., 136,000 ft. 5-4 ls and 2s, 68,000 ft. 5-4 No. 1 Com., 73,000 ft.

Quartered Red Oak 5-4 No. 1 Com., 17,000 ft. 6-4 No. 1 Com., 18,000 ft. 8-4 No. 1 Com., 24,000 ft. Poplar

10-4 1s and 2s and No. 1 Com., 61,000 ft.

12-4 1s and 2s and No. 1 Com., 53,000 ft. 16-4 1s and 2s and No. 1 Com., 30,000 ft. 6-4 No. 1 Com., 33,000 ft. 8-4 No. 1 Com., 38,000 ft.

6-4 No. 1 Com., 26,000 ft. 8-4 No. 1 Com., 41,000 ft. Walnut 4-4 No. 2 Com., 37,000 ft.

Hickory

Ash

We handle everything in hardwoods, gum of all kinds and shortleaf yellow pine.

# Wood Mosaic Company Main Office, New Albany, Ind.

Are you interested in

#### Quartered Oak Veneers?

We have the best timber and the best plant for the manufacture of this stock to be found anywhere. We make our own flitches, using only Kentucky and Indiana stock, which is famous for mildness, color and texture. We can make immediate deliveries of Quartered Oak Vencers on orders received now.

Get acquainted with our Famous Indiana and Kentucky QUARTERED WHITE OAK.

#### Norman Lumber Company

Did you ever realize that it pays to do business at headquarters?

We are

#### Poplar Headquarters

This is our specialty; we carry a complete stock of poplar, operate a dimension mill, and can handle orders for any thickness, width or length. If your dimension requirements are particularly difficult in this line, see how much Norman Service can help you.

#### Edward L. Davis Lumber Company

Kentucky and Indiana Oak, Ash, Walnut

are famous for color and texture. The careful buyer selects not merely "lumber," but stock that will do credit to the job. In our own sawmill at Louisville we cut up the finest logs produced in this section-and the consumer gets the benefit. Ask us for prices on what you need.

#### $W.\ R.\ Willett\ Lumber\ Co.$ Sales Agent Parkland Sawmill Co., Louisville, Ky.

Look over the following and send in your inquiries for any items listed or any other stock required. We particularly call your attention to our 4-4 Is and 2s Poplar. This stock is the soft, yellow variety, and contains all the panel, nothing having been picked out of the grade. It will run 50 to 60 per cent 14' and 16' long. All our lumber is band-sawn, good widths, and averages 35 to 40 per cent long.

35 to 40 per cent long

Poplar
2 cars 4.4 ls and 2s
5,000 ft 4.4 Panel
21,000 ft, 10-4 ls and 2s
13,000 ft, 10-4 ls and 2s
5,000 ft, 16-4 ls and 2s
13,000 ft, 16-4 ls and 2s
14,000 ft No. 1 common
Plain Red Oak
44,000 ft 4.4 No. 1 common
26,000 ft 8.5 4 ls and 2s
19,000 ft 8.4 No. 1 common

100,000 ft. 4-4 No 3 common (red and white)

(red and white)

Quartered White Oak
60,000 ft, 4-4 1s and 2s
43,000 ft, 5-4 1s and 2s
120,000 ft, 6-4 1s and 2s
120,000 ft, 6-4 1s and 2s
120,000 ft, 4-4 No. 1 common
10" and up
30,000 ft, 5-4 No. 1 common
15,000 ft, 6-4 No. 1 common
45,000 ft, 4-4 Clar Strips,
2½" to 5½" wide

### C. C. Mengel & Bro. Company

We operate our own Mahogany Logging Camps in Africa, British Honduras and Mexico, and are specialists in the production of Mahogany Lumber, Veneers and Dimension Stock. We carry a large stock of Plain and Figured Veneers, and can submit samples to suit any requirement.

If It's in Mahogany, We Have It



# Oak—the Friend of the Family

OUR grandmothers cherished it—our granddaughters will demand it. Why should we, in our conceit, think we know better?

Regardless of the elements—of high water—of too much snow—of too little snow—or of any other phenomenon, OAK is one wood you can always get.

While its range of growth is so wide that there is an unending selection of grain, texture, color and figure, it attains the same dependable strength, the same ease of working, the same reliability in drying in all its habitats.

Mr. Woodworker, talk OAK to your trade:

Because the popular confidence in and friendship for this wood will help to sell your products made of OAK;

Because its price is never exorbitant (you can get more "class" with OAK for less money than with any other wood);

Because it offers such a pleasing variety of appearances that your trade can cater to the richest and the poorest without needing other woods:

Because its supply is constant and will not be exhausted—OAK is a known quantity.

Remember that OAK's consistent stability does not indicate that it is standing still. OAK is unequalled in lending itself to all changes in styles, patterns and finishes. OAK manufacturers are always ready to serve woodworkers in solving any problems occasioned by changing ideas of the public.

If you want any help, write

# Any Manufacturer on the Opposite Page

or

Oak Information Bureau, 707 Ellsworth Building, Chicago

# Dependable Manufacturers of Oak

#### **ALABAMA**

H. H. Hitt Lumber Company, Decatur. (See page —.)

Cromwell Hardwood Lumber Co., Montgomery.

#### **ARKANSAS**

ARKANSAS

\*Kentark Land & Timber Company, Allport.
Thane Lumber Company, Arkansas City.
Biss-Cook Oak Company, Blissville, (See page 48.)
Paepeke Leicht Lbr. Co., Blytheville and Helena.
(see page —)
Penrod-Jurden & McCowen, Brasfield and Helena
Crittenden Lumber Company, Crittenden.
\*Fee-Crayton Hardwood Lumber Co., Dermott.
J. H. Bonner & Sons, Heth. (See page 48.)
Little Rock. Camber & Manufacturing Company,
Little Rock. (See page 8.)
Miller Lumber Company, Marianna. (See page 44.)
Mulrhead Lumber Company, Weldon.

#### **ILLINOIS**

H. B. Blanks Lumber Company, Cairo. (See page 16.) Thomas McFarland Lumber Company, Cairo. Dermott Land & Lumber Company, Chicago. \*Utley-Holloway Lumber Company, Great Northern Bidg., Chicago.

#### INDIANA

INDIANA

S. Burkholder Lumber Co., Crawfordsville

F. M. Cutsinger, Evansville, (See page —,)

Maley & Wertz, Evansville,
John A. Reitz & Sons, Evansville,
Bedna Young Lumber Company, Greensburg
Chas, H. Barnaby, Greencastle, (See page —,)
J. V. Stimson, Huntingburg, (See page 60.)
Long-Knight Lumber Company, Indianapolis, (See page 15.)
Coppes Bros. & Zook, Nappanee,
Wood-Mosaic Company, New Albany, (See page 5.)
North Vernon Lumber Company, North Vernon,
C. & W. Kramer Company, Richmond,
Swain-Roach Lumber Company, Seymour, (See page 47.)

page 47.)
• Fullerton-Powell Hardwood Lumber Company.

FORT WAYNE

\*Hoffman Brothers Company. (See page 16.) Perrine-Armstrong Company.

#### KENTUCKY

Arlington Lumber Company, Arlington.
 Wright-Kitchen Lumber Company, Ashland.
 Clearfield Lumber Company, Inc., Clearfield.
 Day Lumber & Coal Co., Jackson

#### LOUISVILLE

W. P. Brown & Sons Lumber Co. (See page 5.) Churchill-Milton Lumber Company Norman Lumber Company. (See page 5.)

#### LEXINGTON

\*Kentucky Lumber Company. E. R. Spotswood & Sons. (See page 42.) Turkey Foot Lumber Company, Inc.

#### LOUISIANA

The Ferd. Brenner Lumber Company, Alexandria.
 Boeuf River Ld. & Lbr. Company, Logtown.
 The Hyde Lumber Company, Lake Providence.
 Thistlethwaite Lumber Co., Ltd., Washington.

#### **MICHIGAN**

Thomas Forman Company, Detroit.

#### MISSISSIPPI

Alexander Bros., Belzoni, (See page 8.)
Lamb-Fish Lumber Co., Charleston, (See page 49.)
D. H. Hall Lumber Company, New Albany,
Paepcke Leicht Lumber Company, Greenville. (See

page —.)
• Tallahatchie Lumber Company, Philipp.
Carrier Lumber & Manufacturing Company, Sardis.

\*Oak Dimension Manufacturers.

Firms in Heavy Type Have Individual Ads on Pages Designated.

Long-Bell Lumber Company, Hdwd Dept, Kansas Long-Ben Lumber, City, Mo.
City, Mo.
Tschudy Lumber Company, Kansas City,
Gallovay-Peuse Co., Poplar Bluff. (See page 36.)
Baker-Matthews Manufacturing Co., Sikeston. (See page 48.)

Garetson-Greason Lumber Company, St. Louis
Thos. E. Powe Lumber Company, St. Louis.

#### NORTH CAROLINA

Asheville Lumber Company, Asheville Carr Lumber Company, Pisgah Forest.

Yellow Poplar Lumber Company, Coal Grove W. M. Ritter Lumber Company, Columbus, Barr-Holaday Lumber Company, Greenfield.

#### CINCINNATI

CINCINAATI
Bayou Land & Lumber Company,
C. Crane & Co. (See page 36.)
The John Dulweber Company,
Hay Lumber Company,
Mowbray & Robinson Company, (See page 50.)
The New River Lumber Company.

#### **PENNSYLVANIA**

J. M. Murdock & Co., Johnstown. Aberdeen Lumber Company, Pittsburgh Babcock Lumber Company, Pittsburgh.

#### **TENNESSEE**

\*\*I. M. Card Lumber Company, Chattanooga Williams Lumber Co., Fayetteville. (See page 41.) 
\*\*Edna Young Lumber Company, Jackson. 
Kimball & Kopcke, Knoxville.

J. M. Logan Lumber Company, Knoxville. 
Vestal Lumber & Manufacturing Co., Knoxville. 
(See page 8.) 
Little River Lumber Company, Townsend.

#### MEMPHIS

MEMPHIS
Anderson-Tully Company. (See page 8.)
Geo. C. Brown & Co. (See page 16.)
R. J. Darnell, Inc.
Memphis Band Mill Company.
\*Nickey & Sons Company, Inc. (See page 40.)
Paepcke-Leicht Lumber Company. (See page —.)
Penrod-Jurden & McCowen.
Russe & Burgess, Inc.
E. Sondheimer Company. (See page 46.)
VandenBoom-Stimson Lumber Company.
\*Welsh Lumber Company.
J. W. Wheeler & Co.

#### NASHVILLE

Davidson, Hicks & Greene Company, Farris Hardwood Lumber Company. (See page 48.) • Love, Boyd & Co. • John B. Ransom & Co.

#### VIRGINIA

• U. S. Spruce Lumber Company, Marion Boice Lumber Company, Inc., Richmond.

#### WEST VIRGINIA

\*\*WEST VIRGINIA\*

\*Lewis Lumber Company, Albright.
The McClellan-West Lumber Company, Bluefield.
The Alton Lumber Company, Buckhannon.

\*\*West Virginia Timber Company, Charleston.

\*\*Pardee & Curtin Lumber Company, Clarksburg Maryland Lumber Company, Denmar.

C. L. Ritter Lumber Company, Huntington.
Rockcastle Lumber Company, Huntington.
Clay Lumber Company, Middie Fork.
The Parkersburg Mill Company, Parkersburg.

\*\*The Meadow River Lumber Company, Rainelle.

\*\*Warn Lumber Corporation, Raywood.

\*\*American Column & Lumber Co., St. Albans.

#### WISCONSIN

G. W. Jones Lumber Company, Appleton.

# THE SOUTH

# SOUTHERN HARDWOODS

We carry a complete stock of Bana-Sawed Southern Hardwood

We KNOW HOW to grade it right AND WE DO IT

Why not get our prices?

# LITTLE ROCK LUMBER & MFG. CO.

D. S. WATROUS, Secretary-Manager

LITTLE ROCK, ARKANSAS

#### Alexander Brothers

Stock List

Pia. W. & R. Oak	Feb. 1, 1916.		Belzoni E		
18000   SEPT   1,500   12500	Orto Walls Oak		No. I Com.		No. 3 Com
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Cettd   Red   Osk   7000   2	* · · · · · · · · · · · · · · · · · · ·			9000	
Store   Stor				11.013	
Crtd Red Osk				oht San No De	feet 2 to .
Top	Grid Red Oak	7500		751.0	
Steps   No. P			2000	9500	
Pla. W. & R. Oak  White Wagon GAK LOG, Rt N  Ash  Cottonwood ha up  Ito 12  Ito 12  Ito 12  Ito 17  Ito 17  Ito 17  Ito 17  Ito 18  Ito 19  It			41000	21000	
Plan   Red   Gum	SIDS S No P	24000	3705		2 to -
A 5 Cottonwood h a up   1000   1000   1000   1000   Lto 12   1000   1000   10500   1000   Lto 12   1000   1000   10500   1000   Lto 12   1000   1000   1000   1000   1000   1000   Lto 13   1000   1000   Lto 14   1000   1000   Lto 15   1000   1000   Lto 16   1000   1000   Lto 17   1000   1000   Lto 18   1000   1000   Lto 19   100	Pin. W. & R. Oak	\$ 6 × 11	1.1.1	22111	
A 5			K LOG RUN		
A 5		(+0101)		9000	
A 5 Cottonwood A & un   1700   1000	3				
Cottonwood   A   up					
Tup Pan & No I 4 Tup Io  Is to I7 Box Tup Io  To I2 dox  I 10					
10			16500	5030()	
Tup Pan & No I 1 100 27000 170000 170000 17000 17000 17000 17000 17000 17000 17000 17000 17000 17000 1					
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Tupilo 27000 17 10	i dh i iii o' uin				
Total   Control   Contro			22000		
18 up   Pan				A 111 0 As 10	0 0
The Lip Pan	10 1. 00x	1 (1)		1 9 10 12	В. Б.
Gred Ped State   12000		14 .			
Grtd   Ped   Grtd	TO UP Part,	* 11			
Figured 6000 1500 2000					
Figured 6000 1500 2000	Getd Red salet	12600	46200		
Figured   2000   20000					
Figured   2000   2000		* 3 (1)			
R500	Flaired "	2000			
R500		20000			
## 8500 ### 11601  ### 8500 #### 11601  ### 8500 ###############################	Figured				
Plain Red Gum   3-61   1,500		R500		[ F(b)]	
Plain Red Gum					
Plain Red Gum		6200			
SAD 18 UP DAN 24000 1850					
Sap 18 Jr pan 24000 1850	Plain Red Gum	\$10 (2			
Sap 18 up pan 24000 15300 15300 15300 24000 1540 1540 1540 1540 1540 1540 1540					
QUARTERED WHITE OAK Special Fas QUARTERED RED OAK Fas			3300	18500	
QUARTERED WHITE OAK Special Fas QUARTERED RED OAK Fas.					
QUARTERED WHITE OAK QUARTERED RED OAK Special Fas Fas,		,[187.]	,		
Special Fas Fas				3500	
Special Fas Fas	OLARTEGED WHITE OAK		QUARTE	RED RED OA	N K
			-0411721	TED HED OF	
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A					
· A		*			

# COTTONWOOD

## OAK

PLAIN AND QUARTERED RED AND WHITE

RED AND SAP GUM

High Grades

Band Sawn Lumber

We Make a Specialty of Thin Stock

COTTONWOOD AND GUM VENEERS

THREE-PLY GUM PANELS BOX SHOOKS—EGG CASES

Write Us for Prices

Anderson-Tully Company MEMPHIS, TENN.

# Vestal Lumber & Manufacturing Co.

KNOXVILLE, TENNESSEE

Plain Oak

Manufacturers

Ouartered White Oak

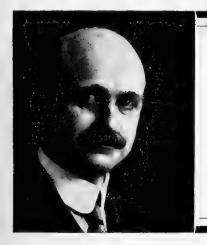
# SOFT TEXTURED STOCK

Black Walnut

Tennessee Red Cedar

Poplar

BAND MILLS ON L. & N. AND SOUTHERN RAILROADS AT VESTAL, A SUBURB OF KNOXVILLE



# FOR over twenty years E. C. MERSHON

has been recognized as the authority on all matters pertaining to the sawing of wood with a Band Resaw. Purchasers of Mershon Band Resaws have the benefit of his experience.

Wm. B. Mershon & Company Saginaw, Michigan

# THE

# WM. WHITMER @ SONS

Manufacturers and Wholesalers of All Kinds of

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Lumbermen's Credit Assn., Established 1878

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N. C. PINE, HEMLOCK, SPRUCE and CYPRESS. LATH and SHINGLES

Our Stocks Are Complete and Can Give Prompt Service.

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PHILADELPHIA, PA.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

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Risks Insured: **Insurance** in Effect: 23 \$475,500.00—Jan. 10, 1905. -\$1,214,850.00-Jan. 9, 1906. -\$4,315,413.99—Jan. 9, 1907. 213\_\_\_\_\$9,048,451.86---Jan. 9, 1908. At End of Third Year. 267 \$12,255,362.78—Jan. 9, 1909. 312\_\_\_\_\$16,050,448.38—Jan. 9, 1910. 321 \$20,147,984.70—Jan. 9, 1911. At End of Sixth Year. |\$23,851,676.89—Jan. 9, 1912 (\$26,325,502.22–Jan. 9, 1913. \$29,612,154.08-Jan. 9, 1914. \$34,491,471.79-Jan. 9, 1915. \$38,294,946.29-Jan. 9, 1916.

The Advisory Committee, the Subscribers and the Management of the

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Our Specialty is Cypress

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for coming good times will make you SEND YOUR INQUIRIES FOR

Specialties Oak, Gum, Cypress

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WHOLESALE LUMBER LUMBER EXCHANGE BLDG. Yards at Forest, Miss. CHICAGO Band Saw Mill Wildsville, La.

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We Specialize in Oak and Birch

## J. M. Attley & Company

Southern Hardwoods

-SPECIALTIES-OAK, ASH, GUM, MAPLE

Thirty years in business
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We are tolerably honest

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# CHICAGO

History of the

## Largest Lumber Centre

in the

#### World

(I)

"IN THE BEGINNING"

HICAGO'S enormous trade in lumber had an obscure and humble beginning. As is usual in such cases, those who originated the first business had no prophetic glimpse of what was to grow out of it, even within the lifetime of persons then living. It was a small foundation on which to erect

a superstructure so vast.

The strip of lake front and the swamps and prairies back of it on which the city now stands with its two and a half million people, formed a situation about as uninviting to the lumberman as could be found, when the first buildings were erected in the future Chicago.

It was not a timbered region in the sense that Michigan and Wis-consin were. There were trees but not much merchantable timber. The high ground between the swamps supported white, yellow, burr, and swamp oaks of fair size; black, red, and white ash; box elder and a little hickory; and now and then a sugar maple. Along the margins of some of the swamps first class cotton-woods grew. It is said, on somewhat questionable authority, that a few fine yellow poplars grew on the site of Chicago.

The southern limits of both the white and the jack pine in the coincided almost exactly with the southern limits of the present city; and these trees con-tributed a little to the original timber which occupied the site of the city.

When timber of all kinds and qualities was considered, there was not much of it. The "north shore," from Chicago to Winnetka, doubtless affords at the present time a pretty correct idea of the natural forests a century ago.

Of course, no large mill erected to cut such timber. Not until some years after the first Fort Dearborn had been burnt by the Indians, and the second erected in its stead, was mention made in the old records of any attempt to manu-facture lumber. Before that time the whipsaw and the broad ax had done the manufacturing. whipsaw was worked by hand, one man on the log above, the other in the pit beneath. Square timbers were produced with the broad ax. Square timbers

(See next issue)

TRADE IN CHICAGO 

#### G. W. Jones Lumber Co.

NORTHERN AND SOUTHERN HARDWOODS

ALWAYS IN THE MARKET FOR DRY STOCK

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# **Utley-Holloway** Company General Offices, 111 W. Washington St.

Oak, Ash, Cottonwood, Elm, Gum CHICAGO, ILLINOIS

BAND MILLS Helena, Arkansas—Kanema, Arkansas

# MAISEY & DION

**CHICAGO** 

Kiln Dried and Air Dried

Hardwoods

## Wholesale Hardwood Lumber

NORTHERN and SOUTHERN

# UPHAM & AGI

Throop Street nr. Twenty-second AGIN AC 15 CARRINGO DA PURPERZONANGRIBANGA CO FROM MA O O DURING NOR DE OGRANDONISES

## SOUTHERNHARDWOODS

Manufacturers & Wholesalers

#### THE GEO. F. KERNS LUMBER CO.

Yards: MOUNDS, ILLINOIS

Chicago Office, Fisher Building

# AMERICAN WALNUT

Remember, American Walnut has been our specialty. We have the men, experience, equipment and stock to meet your requirements. All large manufacturers using walnut during former years have placed their yearly requirements of quality and other specifications for lumber, with us, for cutting and delivering as needed during the year, and in this manner we are enabled to give them dependable service.

## We buy walnut logs in eighteen states Whv?

In order to give our customers the different color, tone and figure which is produced in different sections.

We have a large stock and can cut orders promptly.



Lumber Squares

Furniture Manufacturers

visiting Grand Rapids should call at our Salesroom and Warehouse

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Veneers

Plain Figured Rotary Sliced

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**COMPANY** WALNUT

ST. LOUIS, MISSOURI

# A Symbol That Stands for QUALITY



# Some of the Methods That Insure Satisfaction to the Buyer of Rotary Veneers:

Our timber is in the famous St. Francis Basin.
Our mill is equipped with lather that enable us to cut veneers up to 104" in length.
Our Stock is dried in a 150' Philadelphia Textile Dryer and a 150' Smith Roller and Plate Dryer,
reaching you flat and easy to lay.
Air-dried stock if you want it.
We use Scaleometers, enabling us to dry our veneers to the exact degree of moisture required,
insuring permanent gluing in the factory.
Our veneers are cut uniform, plump thickness, and are carefully inspected and crated.
Our line is complete, enabling us to take care of your wants in any direction. We make Oak,
Ash, Elm, Gum, Poplar, Pine, Cypress and Basswood Stock and feature our ROTARY OAK
VENEERS.

#### Special to Hardwood Lumber Buyers:

We have 4,500,000 feet of Hardwood Lumber on sticks at Brasfield, Ark.-not in the flood district.

Address All Correspondence to

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# You Can Get Results Like This with PENROD Walnut Veneers



# Figured Walnut Is the Most Beautiful of Woods

Most people associate rather plain appearance with walnut. Much walnut shows little figure, and the plain veneers have many admirers. But occasionally it is possible to locate a tree which contains figured wood of the most wonderful variety, equaling if not surpassing Circassian walnut. This company is among the few concerns which is able to produce veneers of this character, by virtue of having the facilities to locate and exploit the timber. If you would like a more definite suggestion of their possibilities for your work, ask us to submit samples. We think we can promise you an agreeable surprise.

We Are Exclusively in the WALNUT Lumber and Veneer Business, and Can Give You Service Which Is the Result of Thirty Years' Specialization

Penrod Walnut & Veneer Company, Kansas City, Mo.

# BAY CITY MICH.

THE LARGEST PRODUCING CENTER OF MICHIGAN HARDWOOD

# LOWER PENINSULA HARD MAPLE

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Manufacturers and Wholesalers

Hemlock and Hardwood Lumber

We solicit your inquiries on

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## The Kneeland-Bigelow Company

**BASSWOOD** 

10,000 ft.....5/4 No. 1 Common 200,000 ft.....5/4 No. 3 Common

BEECH

500,000 ft......5/4 No. 3 Common 300,000 ft......6/4 No. 3 Common

M MAP

35,000 ft.....6/4 No. 2 Common 1,000,000 ft....5/4 No. 3 Common

"Finest"

# Maple and Beech Flooring MICHIGAN HARDWOOD LUMBER

Write for Prices

W. D. YOUNG & COMPANY, Bay City, Michigan

Let the following manufacturers know your needs:

KNEELAND-BIGELOW CO.

W. D. YOUNG & CO.

RICHARDSON LUMBER CO.

# These Houses Have Made Walnut a Popular Favorite Everywhere

THEY undertook to convince consumers and the public that walnut was too good a wood to allow it to be lost sight of in the domestic trade. They succeeded in interesting furniture manufacturers, architects and others in "the aristocrat of American hardwoods," and now American Black Walnut is leading the field in point of increased consumption. These concerns are Walnut Specialists. They know the wood as the result of careful, persistent study of it, and they are in a position to give service based on that knowledge. Moreover, they have the stocks. It will pay you to do business with them.

# EAST ST. LOUIS WALNUT COMPANY East St. Louis, Illinois

	1st and 2nds.	No. 1 Common.
3/8-in.	40,000-ft	3/8-in 50,000-ft.
1/2-in.		1/2-in, 30,000-ft.
5/8-in.		3/4-in
3/4-in.	50,000-ft,	4/4-in
4/4-in.	50,000-ft.	5/4-in 50,000-ft.
	20,000-ft.	6/4-in 12,000-ft
6/4-in.		16/4-in 1,000-ft.
12/4-in.		
16/4-in.		

#### FRANK PURCELL Kansas City, Missouri

#### PRIME WALNUT LOGS FOR EXPORT

Figured Walnut Logs Figured Walnut Butts

# H. A. McCOWEN & CO.

Louisville,	Kentucky
Bone Dry Walnut,  1st and 2nds.  28,916 ft. 4'4 6' and 7' long. 21,120 ft. 4/4 12' and 13' long. 18,600 ft. 4/4 14' long. 14,610 ft. 4/4 16' long. 8,712 ft. 5/4 6' and 7' long. 19,943 ft. 5/4 8' and 9' long. 21,498 ft. 5/4 10' and up long. 8,922 ft. 6/4 8' and 9' long.	12,890 ft. 6/4 10' and up long. 5,980 ft. 10/4 10" and up. 3,950 ft. 10/4 6" and up wide. 9,510 ft. 12/4 10" and up wide. 9,510 ft. 12/4 10" and up wide. 2,120 ft. 16/4 10" and up wide. 1.800 ft. 16/4 6" and up wide. Also almost any other grade in any thickness from 1/5"
8.922 It. 0/4 8 and 9 long.	to 4".

#### SANDERS & EGBERT COMPANY Goshen, Indiana

	1st and 2nds		No. 1 Common,
1'2-in.		35,000-ft	3 5-in 800-ft.
5/8-in.		50,000-ft.	1 2-in 18,000-ft.
3/4-in.		32.000-ft.	5 S in 300-ft.
4/4-in.		24.000-ft.	3/4-in 2.500-ft.
4 4-in.	T" to 9"		4 4-in 65,000-ft.
short		75.000-ft.	5 4-in 5,000-ft.
	10" and up		6 4-in, 2,000-ft.
short		15.000-ft.	8'4-in 20,000-ft.
5/4-in.		4,000-ft.	No. 2 Common.
6 '4-in.		600-ft.	1 '2-in 4,000-ft.
8/4-in.		10,000-ft.	5/8-in 2,000-ft.
10 4-in.		600-ft.	4 4-in 40,000-ft.
	Clear Face.		
4 '4-in.		40.000-ft.	8 4 to 10 4 in 1.500-ft.

# HOFFMAN BROTHERS COMPANY Fort Wayne, Ind.

		roit wayne, i
4.000-ft.	3/8	1st and 2nds.
2.000-ft.	3/8	No. 1 and No. 2 Common.
1,000-ft.	1/2	No. 1 Common and Better.
2,500-ft.	4/4	1st and 2nds, 10" and up.
		1st and 2nds.
10,000-ft.	4/4	No. 1 Common.
20,000-ft.	4/4	No. 2 Common.
		1st and 2nds, 9" and up.
		1st and 2nds, 6" and up.
9,000-ft.	5/4	No. 1 Common.
2.500-ft.	5/4	1st and 2nds, 6" and up.

#### GEORGE W. HARTZELL Piqua. Ohio

rqua,	Omo
1st and 2nds. 4 '4-in	6/4-in. 18,000-ft. 8/4-in. 60,000-ft. 10/12/4-in 3,000-ft.
6 4-in. 27,000-ft. 8 4-in. 39,000-ft. 9 4-in. 35,000-ft. 10 4 p. 5,000-ft. 12 4-in. 6,000-ft. 16 4 in. 4,000 ft.	Clear Squares, 40,000 pcs, 2x2x12", 60,000 pcs, 2x2x18", 50,000 pcs, 2x2x24",
No 1 Con.mon. 4 4 in. 40,000-it. 5 4-in. 20,000-ft. 6 4-in. 16,000-ft. 8 4-in. 75,000-ft. 9/4-in. 90,000-ft. 10 4-in. 2,000-ft.	8,000 ft. 44 and 5/4" 1s and 2s, 4 to 7 feet long. 10,000 ft. 9/4 shorts, all 4 and 5 feet long. Clear Dimension Stock. 35,000 ft. 18" to 66" long, 4" and up wide. American Walnut Veneers, Large Stock Figured Butts, Long Figured Wood—Striped Wood and Plain Wood.

# PENROD WALNUT & VENEER COMPANY Kansas City, Missouri

	1st and 2nds.	No. 1 Common.
		5/8-in 40,000-ft.
		3/4-in 50,000-ft.
	65,000-ft.	4/4-in
	15,000-ft.	5/4-in 30,000-ft.
		6/4-in 14,000-ft.
		8/4-in 3,000-ft.
12/4-in.	4,600-ft.	10/4-in 3,000-ft.
Kraet:	zer Cured Lumber in Stoc	k Ready for Shipment
Three	Million Feet of Figured	Walnut Butt Veneers and Two

Three Million Feet of Figured Walnut Butt Véneers and Two Million Feet of Figured Walnut Log Veneers Rotary Cut and Sliced Stock. We Furnish Plain Walnut Veneers any Thickness, cut to size.

# LONG-KNIGHT LUMBER COMPANY Indianapolis, Indiana 1 car 4/4 1st and 2nds. 6" and up

75,000-ft. 4	4/4	No.	1	Common.						
15,000-ft. 4	4/4	No.	2	Common.						
8,000-ft. 5	5 4	No.	1	Common.						
8,000-ft. 7	5 4	No.	2	Common.						
12,000-ft. 6	6/4	No.	2	Common	and	Bett	er.			
65,000-ft. 8	8/4	No.	2	Common	and	Bett	er.			
				,	Venee	TS.				
We have	e i	n et	00	k ready	to s	hip	300,000	feet	1 28"	walnut
veneers.										

# THEODOR FRANCKE ERBEN, G.m.b.H. Cincinnati, Ohio

	1st and 2nds.	
3 '8-in.	22,000-ft.	5 8-in, 25,000-ft.
1/2-in.		3/4-in
5/8-in.		4 '4-in
3/4·in.		5 4-in 6,000-ft.
4/4-in.		6 4-in 25,000-ft.
5/4-in.		8 4-in 20,000-ft.
		No. 2 Common.
	6,000-ft.	5/8-in 10,000-ft.
10/4-in.	and up 4,000-fi.	4/4-in 50,000-ft.
	Selects.	5 4-in 15,000-ft,
4/4-in.	10,000-ft.	8 4-in 25,000-ft.
I	No. 1 Common.	Moulding Strips.
	37,000-ft.	4 4 to 8/4-in 10,000-ft.



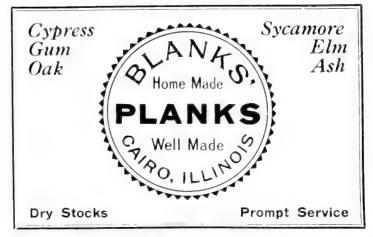
The kind of timber that enables us to maintain our policy of



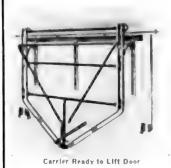
Honest Inspection Intelligent Selection



Hoffman Bros. Company, Fort Wayne, Ind.



# Dry Kiln Door Carrier Co.



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Heat Time Trouble Money

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Door Carrier System

THOU ANDS ARE IN USE

THEY OPERATE PERFECTLY

on doors of any size, on OLD OR NEW KILNS

INDIANAPOLIS, IND.



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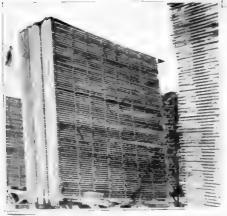
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Entered as second-class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.



# A chair manufacturer in the East, with a large experience in various kinds of lumber, writes us as follows:

"Carload of red gum which you sent me has just been received and unloaded. Will say that I am very much pleased with the lumber, both as to quality and thickness. Up to the present time I have used but little red gum, but expect to be using more lumber of this description, and am in hopes to place more orders with you a little later."

Whether it is chairs, tables, beds, interior trim or anything else you are making of nord—you should try our Kraetzer Cured Gum. You will make no mistake.

#### GEO. C. BROWN & COMPANY

Manufacturers St. Francis Basin Hardwoods. Tennessee Aromatic Red Cedar.

Band Mill-Proctor, Ark.

General Offices, Memphis, Tenn.

Note to miber of plane stacks and method of stack."



# Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

#### THE HARDWOOD COMPANY

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Vol. XLI

CHICAGO, FEBRUARY 25, 1916

No. 9



# Review and Outlook



#### General Market Conditions

THE LAST TWO OR THREE WEEKS have developed the fact that there can not by any possible chance be a normal production of northern hardwoods, as while in some sections there has been no snow and logging has been seriously retarded by this condition, in other sections in the northern lake states, the veritable deluge of snow has made it impossible to work in the woods, and the prospect is that warm weather will come on before this snow has become sufficiently packed to make logging possible. In the event that warmer weather and wet and slushy ground conditions under which the average northern lumber jack will not work prevail in the sections that have been so tied up with the excessive snowfall, it has been estimated conservatively by competent authorities that the input of logs this year will be thirty per cent less than had been anticipated. In fact, while some time ago it was announced that in all probability the production of northern stock would be above the anticipated cut, the exact opposite condition will prove to hold

Nothing more cheerful comes from the South even though marked recessions in the flood are noted from many points. Experienced southern operators mindful of the fact that the flood season normally does not start until along in March, are not expressing any great optimism over the immediate outlook for production. As it is, with the water going down rapidly, there is hardly a possibility that there will be any great production of hardwood lumber in the affected territory as the receding water will leave the woods in such a frightful shape that even with the mills high and dry, it will be impossible to supply them with logs.

Former estimates of the production of southern hardwoods from the Mississippi valley territory varying from about twenty-five to thirty per cent of normal, have been based on the assumption that the usual high water of March and April will add to the lumbermen's troubles over the superfluous troubles that he has experienced by the early floods of February.

Of course there is no way of telling what nature will provide in the future in the way of surplus quantities of water flowing through the great Mississippi valley, and it may be that the flood stage is over with for this year. However, this condition hardly seems possible and in all probability the flood menace will continue through the normal flood season.

In the meantime stocks have been moving out rapidly from all sections and are very badly broken at practically all mill points. There is great difficulty in securing many items in both northern and southern hardwoods. If a man has any fair supply of stock on

hand unsold he is indeed fortunate.

The wisdom of the policy instituted by several firms that have been holding their lumber, insisting upon prices which they knew would finally prevail, is proven by the fact that they are just beginning to reap the benefit of their farsightedness. One large firm operating in the South has been quoting figures considerably higher than what were considered market quotations, and has been turning down orders consistently because of the buyers' disinclination to accept stock on that basis. In the last week or ten days this firm has in many cases received wires endeavoring to close sales on certain stocks on the basis of quotations made a month or so ago. This firm is in a position to make a substantial profit on its hardwoods, which it has had the courage to hold for a strong market.

A considerable number of contracts have been placed in northern markets for northern hardwood stock, but there is no indication in the prices specified that there is any anticipation of a breaking market for a substantial period ahead. Some of the prices asked and received for cargo shipments from Chicago in the last couple of weeks look better than carload prices that prevailed a few months back.

It is true that certain elements of the buying trade have been holding off during the past few weeks, but the indications are that this hesitancy has resulted from the fact that buyers cannot seem to realize that while they have for so long been able to bear the market by playing one quotation against the other, they are faced with an actual state of affairs that will make any substantial break in values an impossibility. It is true that there is some difference of opinion as to actual conditions, but this difference has to do only with the movement of stock and not with values or with the future. There is nowhere a disposition to let any amount of lumber go without satisfactory compensation. Here and there are some long items, such for instance as high-grade cottonwood, that are not bringing what they should, but with very few exceptions, the only change in quotations is upward and it seems impossible that there can be any other outcome than a still further upward movement.

Even without a brisk demand, the general curtailment of hard-wood production is so substantial that supply will be less than demand the country over. January shipments are everywhere reported to have equalled or exceeded production, and with stocks already showing the effects of brisk movement through January, no possible accumulation of hardwood stocks is in prospect.

The most ominous cloud on the hardwood horizon at present appears in the direction of export shipments. The reported ban on imports of hardwoods and cabinet woods proposed by the British

the control of the co

In the eastern states the difficulty of transporting hardwoods into that territory is occupying both shippers and consumers. It is impossible to fell weat well be the enterior, but it present the embargoes of some of the eastern roads are seriously retaiding the movement of lumber to that part of the country. Of course this might be a seriously as of our as it is long, but it to considers are really in need of the stock and cannot secure it now the result will be that they will be in need of just that much more raw material as soon as transportation is possible under more favorable circumstances.

Latest reports of the building permits entered during January show substantial increases over January, 1914 and 1915. The fact that these advances are uniform rather than concentrated from only a few points is a favorable indication, which promises consistent development in the building industry all over the country.

Those in close touch with the railroads seem to be anticipating extensive purchases from that direction that will take care of great quantities of all kinds of lumber. It is true that hardwood is not so badly affected in this direction as some of the other materials, but even though the railroads do not buy a foot of hardwood lumber and make big purchases of other materials, hardwood lumber will be favorably affected indirectly. However, all railroad purchases a strong safety include considering quantities of the awoods so that this branch of the lumber trade will feel a substantial benefit from continued active buying on the part of our big transportation companies.

#### The Cover Picture

A N i NEXPLOTED BLANKIT OF SNOW as no writer recently shut down many of the large sawnills in Oregon and Washington for two weeks or more. The event served to show certain differences between lumbering in the East and in the West. A snow like the one which demoralized the western operations would not so much as inconvenience lumbermen in Minnesota or Wisconsin. It would help rather than hinder them. They expect snow and lay their plans accordingly; but the western operator does not expect to work in snow, and when it comes, he goes out of business and waits for the snow to melt.

The cover picture which illustrates this number of Hardwood Record shows an Oregon forest of the kind where show shuts things down. A lumberman accustomed to the woods of the Lake States in winter might make light of the western millman who shuts down when show falls; yet the eastern man, suddenly finding himself in such a western forest as that shown in the picture, when deep show covered the ground, would have some things to learn. If he should shoulder his ax and start through the woods, as he

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Of course, logging operations could be carried on in the snow if the western operator would prepare for it in advance; but he does not count on snow and finds it cheaper to quit work if the surpless course, that to prepare the option in the form of an unusual how form

All western forests are not alike. Much depends upon location. Some near the coast and in the low country have little snow; others on high mountains are barried every winter in accumulations of snow from three to thirty feet deep. But whether much snow or little is expected, the western lumberman does not show the aptness at working in snow that is characteristic of his eastern comrade.

The dense forests of the far western country are composed chiefly of softwoods, the pines, cedars, spruces and firs. When heavy snow falls, though it may be several feet deep, it seldom injures the trees, either large or small. The snow clings to the slender branches and bends them down at so sharp an angle that the snow slides off, but the branches are not broken. Such a snow would ruin a hardwood forest by splitting every forked tree and breaking the large limbs. The resiliency of some of the evergreen trees on the high western mountains is remarkable. The hemlock, for example, when young, may be buried six months under tons of snow and mashed down in a heap without semblance of a tree; yet in the spring when the snow melts, the little tree will suddenly spring back to its upright position without a twig broken or a branch distorted. If an eastern white oak or hickory were to pass through such an ordeal it would bend in a slouchy parabolic curve for the rest of its life.

#### Groping in Darkness

THE PURPOSE, THE WORK, THE DESTINY and the excuse for existence of the body known as the Federal Trade Commission seem still to be unknown. Nearly a year ago, when that commission was new and untried, Hyadwood Record expressed the opinion in a friendly way that no one seemed to know what work or how much of it the commission was authorized to perform. There was remarkable lack of information on the subject on the part of the people. The law that gave the commission whatever authority it had, was vague, ambiguous, and uncertain. The commission apparently was not sure of its field. At any rate, no clear-cut statement on the part of the commission set any metes and bounds of authority and power for its activities.

A good many months have passed since then and the situation is in statu quo. The fog has not lifted and the same uncertainty prevails concerning the duties, powers and purposes of the commission. Judging from such remarks as members of the commission in public address, and otherwise, have made from time to time, the members themselves are not very sure of their ground, or of what their powers are, or to whom or to what they are responsible.

This is apparent in a statement or document made public a few days ago by the commission and called "Forty Conference Rulings," covering some two hundred subjects on topics. It might be supposed that these rulings set forth conclusions of the commission or outline precedents for its own future actions and serve as guides for business men to follow in conducting their affairs. Such, however, is not the conclusion reached by reading the forty rulings. They contain nothing positive, nothing decisive, nothing that even claims to be law or authority, nothing that a man can act on in conducting his business and feel sure that by so doing he is steering clear of prosecution for his acts; for these rulings do not bind the department of justice, and there is no evidence

in the rulings themselves, or outside of them, that the department of justice will give any weight to them at all. In fact, the commission expressly warns the public that it will not in the future consider even itself bound by its own rulings. Its exact words are, as contained in press reports:

While these rulings may be regarded as precedents in so far as they are applicable in proceedings before the commission, a more extensive presentation of facts in later cases may result in their modification, and they should not, therefore, be regarded as conclusive in the determination by the commission of any future action.

That comes directly to the point: the "forty rulings," the fruits of a year's labor, bind nobody, not even the commission that makes them, and the public is warned that they are not to "be regarded as conclusive." That being the case, what are they for? Why are they promulgated? What is the use of handing the business men of this country a lot of "Jack Bunsby" advice that does not mean anything?

Take the lumber interests, for example: Lumbermen feel the need of stronger organizations among themselves, particularily with regard to foreign trade. They had hoped that the Federal Trade Commission had power in that matter to say yes or no, and that it would say it. They have gone before the commission, made speeches, submitted evidence, and asked for what they want—simply asked if they would be prosecuted if they should go ahead and organize according to the plan submitted. No answer has come, but in the place a vague set of generalities, with the warning that they must not be taken too seriously, or be depended upon as authority for doing anything.

The fact probably is that the Federal Trade Commission has no authority to decide any such a question. Why does it not tell the lumbermen so and end the uncertainty so far as it can? Of what use are rulings which bind nobody, protect nobody, guide nobody? The commission is not to blame for not exercising power which it does not possess. Criticism goes back of the commission and is directed against the half-cooked law under which the commission is working and which shows a deplorable lack of statesmanship on the part of its authors. Many persons for a time hoped that the commission would find a way to reach desired ends in positive action. It has not found the way yet, and it probably never will until a law is passed by which such action becomes possible.

#### An Opportunity for Oak Manufacturers

A MANUFACTURER OF NATIONAL REPUTATION, using immense quantities of all kinds of domestic woods, is endeavoring to secure from manufacturers of oak from 10,000 to 20,000 sets of six to eight pieces in each set of oak %" in thickness and 2" wide of lengths that would conform to the lumbermens' convenience, the object being to finish these up and get them in the hands of legitimate prospective home builders.

Oak manufacturers are notoriously uninterested in any effort to broaden their markets, or, in fact, to conserve present outlets. It can be said that in many cases they have actually resisted such efforts. Of course nobody can support every project that may be presented to increase his markets. Further, when times are poor everybody feels more hesitancy in spending money in directions that do not show definite and immediate returns. When business is brisk stocks move pretty fairly any way, and who will stop to figure out just how many feet less this year we have sold than last because another wood took some of our trade? We would all be inclined to say that if we lose a customer here we will get another one there and so it will all be the same in the long run.

However, the whole thing must be looked at from a much broader angle and in the end the oak producers are slated to lose those markets which the utility and beauty of their product entitle them to. It may not be a perceptible change from year to year, but where a certain percentage of home and speculative builders in one city swing from oak to some other wood one year and a certain percentage in another city make a similar change the next year, there is only one conclusion, namely, that in the end these accumulated percentages are going to be felt.

The plan offered by the firm above referred to is feasible and should not be prohibitive in its cost. It must be remembered that the fundamental demand of the home builder today is information as to what he should use to produce the most pleasing effect at the most reasonable expenditure. It is apparent that his choice will be at least partially directed in those lines where the most specific and educational information is to be secured.

#### The Value of Traffic Supervision

THE CONSTANT AND POIGNANT NECESSITY for expert supervision of the relations of the lumber industry to the railroads is illustrated not alone in the more important questions considered and solved by traffic departments of the respective associations, but is emphatically proven by the less spectacular results achieved by the live men at the head of lumber traffic work. A notable instance in substantiation of this is brought to light by the West Coast Lumbermen's Association, through its traffic manager.

The tremendous snowfall that has tied up the entire sawmilling trade of the West for some weeks might have resulted in the West coast lumbermen paying materially increased freight charges had it not been for the vigilance of the traffic department. It seems that the normal allowance in addition to tare weight of cars for snow and ice adhering to or remaining on the top of cars is seven or eight pounds per cubic foot of snow. It is pointed out that this is not enough under the conditions which have prevailed in the Northwest where alternate snow, rain and freezing spells have greatly increased the weight of the snow and ice that remained on the cars. In fact, the weather bureau of one of the large western cities states that the average weight of snows falling during January and February is from twenty to thirty pounds, while building inspectors give an even higher estimate of from thirty to forty pounds per cubic foot. An allowance of fifteen pounds for dry snow and twenty-seven pounds for wet is recommended by the traffic manager.

Thus it is seen that with the authentic figures behind them, the West coast shippers will be enabled to save substantial sums in added allowance for the haulage of snow and ice. With the immense quantities of lumber that are going out of this snowbound territory, the ultimate benefit can be easily realized.

#### Get Closer to the Trade

T IS A PRETTY LIVE BUNCH OF REAL FELLOWS at the Forest Products Laboratory at Madison, Wis., and they have accomplished big things. Furthermore they are going to accomplish a great many other big results in their future studies.

When the laboratory was opened up several years ago it was looked upon more or less skeptically by the trade at large it was designed to help. Probably this skepticism resulted chiefly from an imperfect knowledge of just what the laboratory was aiming to do, and just how its efforts could be so applied as to give the greatest practical assistance to those interested in forest products.

Possibly aside from the normal, human curiosity occasioned by the unusual character of the plan, the lumber trade has never shown due interest in the idea who prompted the establishment of the laboratory. The lumber trade is really just about beginning to use it properly and in order to make this easier, in order to present an easily understood and appreciated story of what has been done, and what can be done at Madison, the staff is coöperating to publish a sort of a diary which records the problems that have been presented to and worked out by the laboratory staff.

The first edition of "The Log of the Lab," as it is called, has just come from Madison. Aside from its real interest to the laboratory staff and its interesting makeup and contents, it indicates that henceforth the practical man in a position to benefit by the scientific assistance afforded by the laboratory, will be better able to understand just wherein he can turn the laboratory's facilities to his own good.

"The Log of the Lab" should be successful because it should generate a greater interest in this, the first and probably the most complete forest products laboratory in the world.



# Forestry and the Cropping System



nand that the present system will entirely exice stoom timber recome, partly because the forest area is extensive, but mainly because of the plain economic reason that high praces of forest products will force into use many substitutes, and in many instances these substitutes will be continued even though lumber should not remain abnormally expensive, thus automatically checking production.

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#### Commercial Parts, I.

With this natural tendency toward a lesser use of wood in building and construction work so obvious, we may safely dismiss the frequently expressed fear that our forests will in time actually become exhausted. But while this optimism is justified as regards the great bulk of our forests, which are of the coniferous species, it does not hold as to those smaller areas that are in the main of the deciduous species, from which our supply of cabinet woods must come, for there can be no substitutes for this class of wood. We can have various furnishings for the office or shop made of nickle, brass or steel, but such metals would seem harsh in furniture for the living room; a library table made of mahogany, walnut or quartered white oak is something we never tire of, but no sensible or cultured person would tolerate a piece of furniture made of pure gold, even if such luxury could be within one's means.

It is evident when we consider the tendency to change from wood to steel, concrete, and kindred materials, that the per capita consumption of that class of lumber which enters into building and construction work, will hereafter be very much less than formerly; but with a growing population, and some of our needs in soft woods not much subject to substitution, such as for instance the use of wood for paper production, the aggregate consumption in this class of timber will still be very large, so that the necessity for conserving the conferous forests may be conceded.

When we then consider the hardwood forests, and know to an absolute certainty that no substitute for cabinet woods can ever be had, and that such forests are comparatively limited in area, we can then see the urgent necessity of calling a halt on the present happy go-lucky method of logging this class of timber, unless we can fairly urge that it is not important to retain a portion of our future supply of cabinet woods, but assembly take the hazard of depending on South America, Africa and other distant countries for our needs.

We have in this country has different kinds of hardwoods that are distinctly calinet woods, vizir walnut, white oak, red oak, turch and red gum, with many other hardwoods in much demand in the control of the formula of the large that it is hardly thought of as a factor in native woods.

Or all the fine hardwood forests found in this country at the beginning of industrial development, those of Indiana and Ohio were probably first in point of both quality and quantity, very little now remaining in either state; but the cutting in this part of the country has been fairly legitimate, as it has covered a period of more than fifty years. There has not been an undue amount of waste, and this fine timber was on land unusually well fitted for agriculture, so that it could not legitimately be held as forest reserve.

In our still remaining area of hardwood forests, those of the Delta country in Arkansas and Mississippi are the finest as regards size of trees and yield per acre, but here also the soil is exceptionally productive, so that these Delta forests cannot be regarded as I eing within the field of conservation efforts for any great length of time, since the land can be more profitably converted into forms.

But this country does have large tracts of hardwood timber in localities where topography or other adverse conditions do not admit of easy or profitable farming, such as the ten or eleven mountainous counties of southeastern Kentucky, much the same area in eastern Tennessee, a large part of West Virginia, part of the Carolinas and quite extensive tracts in northern Wisconsin and upper Michigan, where the soil is good but in places very rocky. Tracts of timber so located certainly do invite a trial of scientific forestry practice, as it cannot be urged that such lands are needed for any purpose of more importance; but as nearly all of these lands are in private hands, the government's forestry department cannot well enforce its notions without the adoption of such harsh police regulations as may not be warranted, and it remains to be seen what can be accomplished through voluntary co operation between the owner and the government-or in extension of the public domain by purchase from present owners.

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As to what really is scientific and rational in forestry, it is first necessary to consider the natural characteristics of the forest, and at the same time analyze some of the popular misconceptions on the subject. The average man will speak of forests and lumber without having in mind the wide difference between the coniferous and the deciduous species of trees, which are as wide apart in character and uses as iron is different from copper, and only in rare instances do the two kinds overlap into a common use; then there is the notion that some two centuries ago our forests were young, but are now matured and ready for the harvest, whereas the fact is that all forests have both young and old trees, all the way from this year's sprouts up to the matured trees that are on the decline, and what virgin forests we now have left, were practically the same when Columbus landed in America as they are today. Then last, but not least, there is the notion that while reforestation is indeed desirable, this should be by the method of planting seed or of transplanting small saplings, and only on soil that is totally unfit for agriculture.

#### NATURE OF PRANTER

A little reflection ought to show the utter absurdity of such a method, when we can see that nature has already planted more than a sufficient number of young trees that have had a sturdy growth of many years, all with soil and climate most naturally suited to each kind, such natural trees coming into usable size twenty to forty years ahead of planted trees; when we consider

that trees in the Pacific coast country attain an age of more than a thousand years, and elsewhere in the United States grow to an age of nearly two hundred years, we can then see that the cutting of a twenty-year-old tree is about as sensible in the lumber business, as the killing of a twenty-day-old chick would be in the poultry business, except as quality or location of timberland demand that it be converted to more important uses.

As to the curious superstition that reforestation should be limited to land that is barren or totally unfit for agriculture, this idea is much affected by the academic recluse, by various dilettante writers, and even by some very able men in the government service, but must be rejected by anyone in the least familiar with forests as they actually are. For confirmation of this contention we can observe the miserable timber growth on the sandy lands of Lake and Porter counties in Indiana, and compare this with the

fine timber in the rest of the state, or compare the scrubby oaks in the Grand Prairies, with the magnificent timber growth in the St. Francis valley, in the state of Arkansas, this difference in favor of St. Francis valley in spite of the fact that land in the Grand Prairies is geographically much older than the Delta lands; and so on throughout the country we can see the utter futility of expecting any valuable growth of timber on waste land.

It is true that the coniferous species are found on both good and poor soil, but the growth is much inferior on the very sandy land. In the deciduous species there are many fine stands of timber on very stony ground, but in no part of the world are there any forests of this kind except on good soil; indeed, if we should plant the seeds of deciduous trees on very sandy land, the resulting growth would be of no more value than a crop of Canada thirtles.



# Water Down-Future Uncertain



Reports are received that the Mississippi has fallen approximately seven feet from the recent crest reached in Memphis, and the rate of fall is sufficiently rapid to give the impression that conditions will soon—certainly within the next ten days or two weeks—be normal again so far as this stream is concerned. Already distinct improvement in local conditions, as affecting lumber mills and woodworking enterprises, is evident. Some of the lumber plants here already resumed operations in North Memphis, and the waters have sufficiently receded in New South Memphis to make resumption possible in some instances. However, there is a very pronounced shortage of logs and some of the mills which are no longer directly interfered with by high water are still idle on this account.

Conditions are also vastly improved in the valley sections comprised within what is properly known as the Memphis hardwood producing territory. No breaks have occurred in the levees in either Arkansas or Mississippi protecting lands against the Mississippi itself, and all danger of such a development is past so far as the present rise is concerned. The streams in Arkansas and Mississippi, too, have fallen rapidly and normal conditions will shortly prevail with respect to these streams as well as the woodworking enterprises located thereon. The railroads have already repaired most of the damage done by high water, and train service both in and out of Memphis is approximately normal on all the principal roads. Some of the logging lines in Mississippi and Arkansas, however, are still idle, partly because of high water and partly because there are no logs for them to handle.

In Louisiana breaks have occurred in the levees and much territory has been flooded. However, these breaks happened some days ago, and, with the river now falling in the upper half of that state, the flooded area is gradually becoming free of water, though it will take some time for the completion of this process. Lumber interests have suffered somewhat from the breaks in Louisiana, as well as from high waters in the streams in Mississippi and Arkansas, but it is impossible to give even an approximate idea of damage sustained. It is known, however, that the most serious result of the flood conditions, broadly speaking, has been the curtailment of logging operations. Very few logs have been brought out since the first of the new year and, even with the improvement already noted in river conditions, it will be some time before there can be much timber cut or hauled. This applies to west Tennessee, eastern Arkansas and west Mississippi, from which the greater portion of the hardwood log supply for this city and section is secured, and members of the trade do not hestitate to say that the outlook for production of hardwood lumber in the immediate future is quite unpromising. There is so much back and surface water that the ground is too soaked for either the cutting or hauling of logs and the millman who has enough logs in sight is regarded as particularly fortunate. Several weeks of favorable weather will work a wonderful change, it is conceded, but emphasis is laid by the average .

lumberman on the fact that March and April are usually months of heavy rainfall and flood conditions in this territory, with the result that the seriousness of the situation, from the standpoint of the lumber producer, is not at all underestimated.

Meantime demand continues active for practically everything in the hardwood list, high-grade cottonwood being the striking exception. The box factories are doing a big business and are using large quantities of number 1, number 2 and number 3 common cottonwood but firsts and seconds are in quite limited request. Oak is moving well in all grades of both plain and quartered red and white, while ash is a ready seller. Thick stock is scarce and prices are firmly held. Gum continues to advance as a result of the somewhat strained relations between supply and demand and deliveries are just as full as they can be made under present conditions. There is also an excellent demand for thick elm and hickory is moving well, with the preference for dimension stock. The serious curtailment of manufacturing operations during the past few weeks, the actual and impending shortage of logs, the recent heavy deliveries and the consequent reduction in stocks, coupled with the present active demand, are the prime factors in the upward tendency of prices and cause and effect are regarded as wholly logical. That the market is in exceptionally strong position is only too well known to consumers and distributors or their representatives who have recently been in touch with local hardwood interests or those elsewhere in the valley states.

#### The Dependable Wooden Box

Boxes made of substitute materials may come and may go, but the dependable wooden box goes on forever. That meaning is apparent in a recent report by Consul William B. Davis, stationed in Guadalajara, Mexico, on the prospects of introducing the fiber board box into that district. An extract from the consul's report is here given:

Inquiries regarding the possible use of corrugated, double-faced straw-board, fiber board, pulp board and solid fiber inill board boxes show that no boxes of this class are used in the Guadalajara consular district for packing or shipping merchandise and their use would be an innovation. There are, however, possibilities of introducing them in this market. There are no rules or laws governing interior transportation by public carriers or other shipping agencies which regulate the use of these boxes in the mail, freight or express service. They should be packed in wooden boxes to be handled most advantageously.

It may be assumed that a prospective user of fiber board boxes will not be attracted very strongly toward the article after being advised that the flimsy container should be enclosed in a wooden box to guarantee its safe arrival at its journey's end. He might be tempted to ask why it is not better to pack the merchandisc in the wooden box in the first instance and not go to the expense of first packing in the flimsy boxes which must be enclosed in wood before they can go safely.



# Pertinent Legal Findings



Breach of Lumber Manufacturing Contracts

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Right to Materialman's Lien

A is a trial of company which trial to the feet of the a subcontract of the feet of the first of the feet a lien against the building, it appearing that the subcontractor was not authorized by the owner or the principal contractor to contract with the sash and door company. (Delaware superior court, Wilmington Sash & Door Company, vs. Nuttall, 95 Atlantic Reporter, 902.) Nor is one who furnishes materials for the construction or improvement of a school or other public building entitled to enforce a lien against the building to secure payment for such materials, under the Texas mechanics' lien law. (Texas court of civil appeals, Oil City Iron Works vs. Rice Common School District, 180 Southwestern Reporter, 112.)

#### Demurrage on Lumber Shipments

Accordance to water and as of a partial recessitated partial arriage by water and as of a partial to the destination, and the consignee was notified of the arrival and that demurrage would be charged on delay in removing the shipment, demurrage at the rate of \$10 a day for the barge was properly imposed, although the bill of lading made no specific provision for water transportation. (New York supreme court, Levenson Wreeking to provide the New York & H. R. R. Co., 156 New York & plemost, 656.

#### New Hampshire's Tax Law

Under the laws of New Hampshire, lumber generally is taxed in the town where it is found on the 1st day of April. But when it is on its way to market, or temporarily delayed on its way to market, the owner, if a resident of the state, by giving the requisite statement, may have it taxed in the town where he resides. Lumber stacked at a railway siding pending future orders for it and shipment to the ultimate purchasers was assessable April 1 in the town where it was found and not in another town where the company which owned the lumber had its offices. (New Hampshires supreme court, Town of Colebrook vs. Berlin Mills Company that the Reporter, 3.1

#### North Carolina Labor Lien Law

A law enacted in North Carolina in 1913 provides: "Every person doing the work of cutting or sawing logs into lumber." shall have a lien upon the said lumber for the amount of wages due them, and the said lien shall have priority over all other claims or liens upon said lumber, except as against the purchaser for full value and without notice thereof."

Construing this law in the case of Hogsel vs. Gloucester Lumber Company, 87 Southeastern Reporter, 2007, the North Carolina supreme court held recently that the law extends to the following classes of work: Mill hand piling lumber, mill hand inspecting lumber from saw, all mill hands handling lumber, including sawyer, lumber stacker, mill foreman, slabman, saw filer, engineer of the mill engine, fireman at the mill boiler, lumber handler, edgerman, jacker and piler. But the clause of the law, "doing the work of cutting or sawing logs into lumber, 100 s not include those en-

dogger on carriage (unless this means on the saw carriage, in which case he would be engaged in cutting), fireman on the log train, conductor and braken ar on the same, and others engaged in the same, and others engaged the engaged in that service. The men engaged in working on the log train in any capacity, the night watchman and all connected with the repairs to the machinery, or running the log train or bringing in the logs, cannot be said to come within the description "lengaged in the worl of cutting or sawing logs into lumber."

#### Shipping Contracts and the Anti-Trust Law

Incre was no collation of the Lexas anti-triest law under the following stated circumstances; according to the holding of the Texas court of civil appeals in the case of Stephenson vs. St. Louis Southwestern Railway Company, 181 Southwestern Reporter, 568:

Defendant railroad company leased part of its right of way to a lumber company under a contract which provided that the latter should deliver to the railway company for carriage all freight consigned to the lumber company by rail, provided that the rates should not exceed those of its competitions, the purpose being that the railroad company should have the longest available haul of freight over its own lines. The agreement further required the lumber company to consign over the railroad company's line all freight shipped out, and that failure to comply with those stipulations should give the railway company the right to terminate the agreement.

The court held that, since the lumber company was not obligated to ship its freight over the line of the railroad company unless its rates should be as favorable as the charges of competing lines, and since the railroad company might be unable to meet competition, the contract was not invalid under the anti-trust law, as tending to stiff competition.

#### Check as Final Settlement of Account

The appellate term of the New York supreme court had occassion recently to point out the circumstances under which a creditor's act in eashing a check marked as payment in full of an account will preclude further claim under the particular account. (Willson Brothers Lumber Company vs. Gardner Wood Company of New York, 156 New York Supplement, 354.)

Defendant ordered 19,000 feet of red heart lumber at \$17 per M. cash, less 2 per cent 10 days after arrival. On sawing the material, actualant became dissatisfied with the quality and made complaint that part of it was unfit for use, and in the course of correspondence demanded a deduction of \$70 from the price. This was refused by plaintiff, who expressed willingness to allow a deduction of \$19. Thereupon defendant mailed check for the agreed price and freight, less \$75, accompanied by a statement showing full settlement for the lumber. Plaintiff retained and cashed the check, but immediately wrote defendant declining to accept it as final payment of the account, and afterwards brought suit to recover \$75. The trial court granted recovery, but the appellate term reversed the judgment, holding that where there is an honest dispute as to the amount due on an account after proper deductions, acceptance of a check tendered as full payment discharges the account. It is only when there is no room for claim on the part of the debtor to a deduction that a check "in full" will not operate as full settlement unless for the amount actually due. That is, where a buyer of goods is indebted to a fixed amount for them and has no color of ground for claiming the debt to be less, his arbitrary deduction from that amount and mailing of a check for less than he owes will not prevent recovery of the balance actually due, although the check may be sent as being in full settlement.



# The Problem of Waste



Editor's Note

The following address was delivered by James E. Dewey of the Stearns Salt and Lumber Company, Ludington, Mich., before the Manufacturers' Cost Association in session at Chicago, January 20 and 21.

I have been requested to address you today on the problem of waste in the manufacture of your products, but do not intend to confine my remarks strictly to this subject, as it seems to me this offers an opportunity to cover a much wider field of operations concerning your various problems, and I trust you will regard my comments and suggestions to you from an impartial standpoint.

Perhaps there are some members who are curious to know the reason for my presence here today, and just why I am competent to talk, on this subject. For their benefit, I will preface my remarks with a brief explanation. Last year the Stearns Salt & Lumber Company, whom I represent, inaugurated a service department to be devoted to the interests of lumber consuming manufacturers and the problems in connection with their lumber requirements. Through this department we have come in closer contact with several members of your association, and evidently the results of our investigation of their various institutions made sufficient impression upon them so that they felt justified in extending this invitation. I desire to state at this time, however, that the members we have already come in contact with have accomplished great results and show a remarkable understanding of their problems.

The problem of waste, without doubt, is the most vital question that confronts every manufacturing institution in existence today, not only in the consumption of lumber alone, but it applies to any raw material that enters into the process of manufacturing your products. When you consider that statistics show all of the principal materials have increased in value from 25 to 150 per cent, which, I presume, is a conservative maximum, then you appreciate, to some extent at least, the great necessity for conserving the waste in these materials. Modern machinery and improved methods absorb a reasonable percentage of this increase in cost of materials by reducing the handling and manufacturing costs and otherwise creating a saving in production. We must then give our attention to other means of waste reduction, and I now refer particularly to your lumber requirements.

The first and, I believe, the most important feature in this relation is in the purchase of your material. One might say, "This covers a multitude of sins." In my limited experience I have come to the conclusion that there is no department of the average business institution so grossly neglected as the purchasing department. This is a problem in which every department of manufacture is implicated to some degree, and the proper results cannot be obtained without the hearty co-operation of each operating department. The purchasing power is usually vested in one individual, and in a great many cases he is merely a salaried official who occupies a comfortable office where his duties require the greater share of his time. He may have a limited amount of knowledge concerning the various grades of lumber, acquired through reading the printed rules and his association with salesmen. He has no practical knowledge and rarely spends any time in the yard or factory where he may come in personal contact with his purchases or become more conversant with problems confronting the men who cut up this stock. His entire interests may be superficial. Why? Simply because there is no communion of interests between the purchasing and operating departments. Lack of co-operation, that's it. And he is not entirely to blame. I consider that the superintendent and his foremen are liable in a large measure, because they accept this stock without complaint and make no effort to educate him with the practical knowledge necessary for selecting the material best adapted. They are so concerned with the volume of production that they have no interest in anything outside of their own department. This is the principal reason for ignorance in buying that is conducive to the mixed grade evil and is responsible for

the price buyer who sacrifices all other arguments to the question of price. And then we have the superintendent who insists on a higher grade of stock simply to reduce waste, without taking into consideration the difference in price on a lower grade. Let me state at this point that we have been able, through our service department, to effect greater savings by inducing the manufacturer to substitute a lower grade, or perhaps at least a percentage of the lower grade, than in any of the reforms we have worked out. We have done this by analyzing the requirements and the conditions governing, then applying them to the grade or grades best adapted. We merely succeeded in educating the buyer and establishing closer co-operation between the purchasing and productive departments. The matter of education is the direct result of co-operation. This establishes our contention that all manufacturers should buy their lumber in separate grades.

I want to tell you of an instance brought to our attention through the service department which will better illustrate this idea of co-operation which I am trying to emphasize. A certain furniture manufacturing concern reached a point where the stockholders were dissatisfied with the condition of its affairs and decided to reorganize the entire official staff. A new president and general manager was installed and he proceeded to rejuvenate the business. His investigations finally convinced him that the source of all the trouble emanated from the productive departments and immediately began to devote his attention in that direction. After studying the situation for some time, he discovered that the existing conditions were due entirely to a lack of harmony between the various operating departments, but when he attempted to eliminate this influence and institute reforms, he was opposed by the superintendent and his entire force of foremen. He encountered a condition somewhat like the fellow who interfered in a family row. The system of this organization is so entirely demoralized that it will require a thorough readjustment before the proper results can be obtained.

This case merely serves to illustrate to what extreme the lack of co-operation may undermine any organization, and if this influence is allowed to continue it will finally permeate the entire institution and gradually sucks out the lifeblood of the properties which are vital to the growth and ultimate success of any business.

A great deal of abuse and criticism has been heaped upon the heads of the lumber industry over the question of establishing a set of inspection rules which will conform more closely to the requirements of lumber consumers. While it is probable the present rules can be improved upon in this respect, until this past year no united effort has been made by the consumers to encourage an interchange of ideas on the subject. The Federation of Furniture Associations has finally appointed a committee to confer with the rules committee of the National Hardwood Lumber Association, and I am confident that a set of rules will be drafted acceptable to all concerned.

Do you realize that timber is one of the most limited resources of this country, and yet no other resource has been so wantonly wasted as this precious bounty? Now, the conservation of the timber resources of our country is just as vital to the consumer as it is to the operator, and your co-operation is necessary to minimize this waste to the greatest possible extent. It is therefore essential that you adapt your requirements toward a closer utilization of timber products and waste. This applies particularly to the consumption of low-grade stock. The very principles of conservation which induce sawmill operators to a closer utilization of the timber necessarily increases the production of low grades and adds to their burden. I want to state right here that any reforms we have made

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enter the effwasters and it is a superior to remove more as list a conservation to respect to the effect of the ef possibilities toward the solution of our spiliculties. This, again, suggests the importance of closer cooperation between the consumers and manufacturers of lumber. Those among you who are not familiar with the operation of a sawmill cannot appreciate the remarkable improvement in manufacturing methods of an up to date plant. To some extent this has been due to a natural evolution and the necessity of reducing costs, but the idea of conservation has been paramount in the development of these methods. Why, then, should not the consumer derive a benefit from these developments through a closer communion with the manufacturer? It is a surprising fact that a large number of lumber consuming industries of the present day make no attempt to compute their waste or estimate their cost of production. The important feature with them is the total production of their finished product within a specified time. Quantities of stock are burned which could be utilized in the production of useful articles at a profit. I consider this actually a crime, and some means of punishment should be meted out by our government for such gross and needless waste of this country's resources.

Ver hard one can contact with an east trough our service department which will serve to illustrate this condition. This company uses a large amount of lumber each year, and one of our salesmen who calls on them regularly explained the idea of our service plan. The buyer was mildly interested and agreed to consult our special representative, so that an interview was arranged. Our representative has now held three meetings with that buyer, but so far has been unable to interest him. On the first visit the buyer resented his suggestions and seemed to consider them a reflection on his ability. The succeeding visits were a little more productive, but so far the privilege of investigating their manufacturing operations has been refused. We know positively that we can offer suggestions which will save money, not only in the purchase of material, but also the waste in their production. This instance is only one of many and emphasizes my former remarks regarding the closer co operation between the purchasing and operating departments.

The principal factor in the waste elimination is in the selection of your raw material, and this again reverts to the purchase of your requirements. In this connection we must first consider the kind of material best adapted. It is necessary to know what physical properties in the wood are most essential for the use intended. This is in regard to strength, texture, grain, weight, etc. Next, the choice of grade or grades which will produce the maximum of product with the minimum of waste at the least cost, and then the selection of widths, lengths and thickness most economical for the sizes of your cuttings. In this connection, where narrow widths or short lengths are desirable, it immediately reduces the initial cost of your material.

Now we come to the products of timber waste which may be utilized to advantage. This at once offers opportunities for conservation that are unlimited. Considering these facts, who is better qualified to offer constructive ideas and furnish specific information in the proper understanding of these factors than the lumber manufacturer whose knowledge from years of study and experience enables him to proffer most valuable knowledge? It is a deplorable fact that we have never been given the proper consideration in this respect, while in practically every other line of materials you immediately call in the producer to confer on your problems.

Our motual interests has a recovered dollars invested that are repersion to the great times are recovered thas country, so I implore to a carriest to operation in the interest to cartail this wholesale slaughter of nature's bounty for the sake of our own existence and the benefit of posterity.

#### Some Interesting and Optimistic Letters

Secretary W. H. Weller et al. Her fivored Manufacturers' Association of the United States, Cincinnati, O., has sent out excerpts from twenty five letters that he received from prominent hardwood manufacturers situated in scattered producing territories. Mr. Weller says, in heaving the letter, that during the month of January the hardwood market showed a decided improvement over the preceding thirty days, with more plentiful orders and stronger prices. Stocks at the mill are decreasing while shipments in January were far in excess of production. The flood conditions in the South and Southwest made logging difficult; in fact stopped production in many points and created conditions that will make it impossible to resume normally for several weeks.

One manufacturer said that inquiries are increasing during the past thirty days and sales have been larger, that his company does not expect to have sufficient logs to operate its mill for at least thirty days. Another says "we have not been in position to accept the business that we did in December for the reason that we sold up pretty close in December and could not accept near what was offered us in the past thirty days."

A third said that inquiries for lumber in the past thirty days increased materially and that sales are larger each month and stocks of lumber on hand are diminishing considerably each month. This company says also that it finds already a great scarcity of some grades and thicknesses of lumber. This is especially so of plain and quartered oak.

Another firm writes "sales are not quite so large as they were thirty days ago owing to the fact our prices are much higher and our stocks much lower, we being sold up on most of our active items."

"Stocks on hand are about ten per cent less than for the preceding thirty days," was reported by another firm, "with shipments during this period of larger volume than in any previous time in the history of the business. Another company anticipates much railroad business within the next ninety days and states it is taking orders for limited amounts only, while a manufacturer speaking mainly of gum says that as buyers have not yet adjusted themselves to advanced prices, sales have not increased very much, but a good volume of business at satisfactory prices is being carried on.

"Stocks are very badly broken and our mill shut down on account of the flood, and probably will be for the next two months," writes one firm, while still another says that it is soliciting practically no business and really has nothing to sell. The writer of the last statement says that in his eighteen years' experience in lumber business he had never found anything approaching the present situation.

These are typical of the statements of the twenty-five manufacturers reporting to Mr. Weller, and certainly do not leave much room for pessimism.

#### November Lumber Exports

The export of forest products from the United States during November of last year was about twenty-five per cent greater than for the corresponding month in 1914, but fell considerably below the figure for 1913. The export of round logs increased over November of last year more than sixty per cent. The export of square timber increased fivefold. The largest increase is credited to Italy in square timber. The increase to Canada was large. The increase in lumber exports was thirty per cent, and an encouraging growth is noted in exports to Oceania, but there is a total absence of such exports to the Philippines. The export of staves increased sixty per cent, but a notable decline appears in doors, sash, and blinds.



# Some Pacific Coast Hardwoods



#### Editor's Note

The Pacific coast region is chormously rich in softwoods but poor in hardwoods. No broadleaf tree west of the Rocky Mountains furnishes lumber in large amounts nor is it in general use. The product of several species is in local demand, and in the aggregate considerable quantities are cut; but none of it is a commercial commodity in the sense that some of the eastern hardwoods are. A number of the trees of the Pacific coast are scarcely known, even by name, in the East and the lumber cut from them never crosses the Rocky Mountains; but they may be locally important in the regions where they grow, and to a small extent they are competitors of eastern hardwoods which are shipped to the far West.

The Pacific coast has four oaks, one maple, one ash, and one cotton-wood which may properly be classed as its most important hardwoods, and the other broadleaf trees of that part of the country are the minor hardwoods, and are so considered in this article. Most of them have no near relative among the commercial woods of the East. Brief accounts of some of these minor woods follow:

#### THE HEATH FAMILY

The Pacific coast has interesting trees belonging to the heath family, and rather closely related to the huckleberries. The largest is the madrona (Arbutus menziesii) which ranges from Oregon southward through California. The casual observer would scarcely take it for a cousin of the diminutive eastern huckleberry which is seldom more than knee-high. At their best, madrona trees are 100 feet high and four or five feet in diameter; but the usual size does not exceed a foot in diameter and forty feet high. The reddish bark attracts the easterner's attention as far away as he can see it, and its ragged, papery appearance reminds him of the river birch when it is shedding its outer covering on the bank of some southern or eastern stream.

The wood is a little stronger than white oak and a little lighter. It is inclined to warp and twist in seasoning. Though it is of redder color than sugar maple, the quarter-sawed stock looks like quarter-sawed maple. When the lumber is sawed in the usual way it might be mistaken for applewood. The tree is an evergreen, and the shape and texture of the leaf betrays its kinship to the huckleberry. The ripe fruit is a small red berry, and may some time in the future be a rival of holly for ornamental purposes.

The wood has a number of uses, but the supply has always been greater than the demand. Fifty years ago California powder mills were making gun powder of madrona; and the wood, burned in pits, supplied blacksmiths with charcoal, while tanners ground the thin bark for making leather.

The wood has been put to good use in furniture factories. The product is attractive when the lumber is carefully selected; but it occasionally contains hard streaks which do not polish well. In this respect, the wood resembles that of southern evergreen magnolia. It exhibits great beauty when a perfect polish is obtained. In a small way it has been used for interior finish, newel posts, stair work, grilles, panels, molding, balusters, and railing.

Manzanita (Arctostaphylos manzanita) is a diminutive kinsman of madrona and bears unmistakable family resemblance in bark, leaf, and fruit; but it is a dwarf, and is the most crooked, elbowed, and kneed tree that grows. No trunk, fork, branch, bough, or twig is straight. Its wood is among the most brittle known. A limb when sharply bent may fly in pieces. Some people refuse to dignify the manzanita by calling it a tree, but class it as a shrub. In spite of that handicap, it may be safely said that the wood is more widely known than that of any other Pacific coast hardwood. Most tourists returning from California carry manzanita souvenirs with them, as canes, paper knives, napkin rings, pen racks, button boxes, and numerous others. These articles are quite generally sold as "curlleaf mahogany," but nine times out of ten they are manzanita.

The fruit of manzanita resembles the huckleberry in size, but in taste is more acid. Indians formerly made cider of it, which was a tolerable substitute for a stronger drink that was not always obtainable by the children of the forest. The tree's name, though coined in languages both living and dead, refers to the fruit. Arctostaphylos in the Greek language means "bear grape," and manzanita is Spanish for "little apple."

Manzanita can never be sawed into lumber, but its deeply colored wood is well liked in the novelty shop. There is plenty of it.

#### WESTERN SUMAC

The somewhat scarce California or western sumac can never cut much figure in shops or mills because it is too hard to locate, but some use is found for the wood which as often as not passes by the name mahogany. It possesses good working qualities, and the largest trunks may be two or even three feet in diameter, though very short. The largest specimens grow on islands lying off the southern California coast. The wood is hard, heavy, and red. Formerly the bark and branches were employed in tanning, and Indians split the wood in fine ribbons, colored them with the tree's black sap, and made beautiful baskets, interwoven with quail feathers as ornaments.

#### WESTERN ALDERS

In the East the alders are bushes and have no commercial value, but on the Pacific coast they are tall, graceful trees with trunks as straight as pines, and of size suitable for sawlogs. There are two kinds, white and red. The latter is the more valuable. It is more abundant than the other and the wood is preferred, though white alder is by no means a poor wood. The red alder is best developed in Washington and Oregon, the white along the western foothills of the Sierra Nevada mountains in California. The trees bloom in midwinter and the fruit remains on the branches a full year.

The western alders follow the custom of all other alders and grow in damp ground. In the rainy Northwest the trees may thrive on high land, but in California they occur in the bottoms of gulches where water is abundant most of the year. Largest trees are two or three feet in diameter and may be 100 feet high. The wood is about twenty per cent heavier than yellow poplar, ten per cent weaker than white oak, but is stiffer and more brittle. It is soft and works easily, taking a beautiful polish. The color of red alder is expressed in the name. The white alder is of paler tone. The wood is not durable when exposed to dampness. A log a foot in diameter, and a fence post of usual size, may fall to pieces by decay in a year or two.

Alder is of more value in the West than it would be if its range were in the eastern states where other hardwoods are abundant. It is put to many uses, and is probably the best material in the western forests for hollow woodenware. Indians were using it for dishes and troughs before white men knew of the existence of the wood. Several million feet of alder are used annually. The largest quantity goes into furniture, and interior finish comes next. Much is converted into broom handles. The smooth polish which it takes makes it highly desirable for this household article.

#### WILD LILAC

A few novelties and souvenirs made of the wood of wild lilac in California have brought that rare wood into notice recently. It can never become important because trunks of tree size are hard to find. In some situations the full grown tree is only a foot high, but among the redwoods on the Santa Cruz mountains trees attain a height of thirty-five feet. It is not closely related to the common lilacs which are not natives of America. The California tree is Ceanothus thyrsiflorus and locally is sometimes known as blue blossoms. Its relatives are scattered all over the Pacific coast and are known as blue brush, snow brush, deer brush, or chaparral, which names are quite loosely applied.

#### WESTERN DOGWOOD

The shuttlemaker who scours the eastern forests for shuttlewood has not yet turned his attention to the Pacific coast where dogwoods grow which surpass in size any ever seen in North Carolina; but they are a different species, and in several points the wood does not measure up to the white-flowered eastern dogwood. It is a little

melies. It belongs strictly in the class of solvenar woods, but beautiful to the appropriate material of the appropriate on account of the difficulty of getting together material of suitable and the transfer as well as the control of the Control of the appropriate materials of the appropriate forms.

The California laurel (Umbellularia california) bears so many names that scarcely any one can remember them all. Among its titles are bay, myrtle, capeput, olive, space, pepper, and sassafras. The last name fits it better than any other, for it is a cousin of the eastern sassafras. Though not the most abundant hardwood of the Posternia season of the restriction of the sassafras and so the same fits a cousin of the Posternia season of the sassafras. Though not the most abundant hardwood of the Posternia season of the sassafras are sassafras. The commercial range has in northern California and southern Oregon, but the best timber is found in the coast counties. Seed distribution is chiefly by means of running water; therefore, the densest thickets are in ravines containing brooks at least part of the year.

There appears to be no regular trade in this wood, even in districts where it is most abundant. Many years ago it was widely advertised through the fact that the Palace Hotel, San Francisco, which was then the finest hotel west of the Mississippa river, was supplied with furniture made of this wood. The laurel's popularity did not last, and a few years ago its principal use was found in walking beams for pumping oilwells. That was a mean use for a wood so beautiful. Oilwell beams in California ought to be made of Douglas fir, and the laurel should be reserved for uses which few other native woods can fill.

The early farmers in the laurel's range abused it about as the eastern farmer misused black walnut by splitting it for rails. Oregon farmers made gate posts, barn sleepers, and fuel of it, and it was specially chosen for chicken roosts cas sassafras was in the East) under the belief that its odor would kill vermin.

The wood's rich, yellowish brown color is frequently mottled in a beautiful manner. It has been found that the color may be darkened and the appearance improved by submerging the logs in water where they remain several months. They sink by their own weight and they never rise again until they are brought up by artificial means. The logs are "laurel" when they go down, but when they come up they are "black myrtle." Cabinet makers pay a good price for this dark, artistic wood which through the instrumentality of baptism has undergone complete conversion in appearance and name.

Boat builders have long known the value of laurel for planking, trim, decking, and pilot wheels, but it is not in general use because markets do not offer it steadily. Country wagon shops frequently use it in repair work. Cooks employ the leaves to flavor soup, but the taste must be acquired. The strong suggestion of camphor is unpleasant to the uncultivated taste. The tree belongs in the same family as the camphor tree. Oil extracted from the leaves by steam distillation is used in medicines. It may be called "oil of cajeput," but it is only a substitute for the true and that name from the Molucca Islands. Umbellulic acid is made from the fruit. The wood and leaves contain so much oil that campers in regions where the trees grow will go to considerable pains to procure this fuel for their campfire. The blaze is white and cheerful, in that respect resembling the flame sent up by burning laurel among the mountains of the eastern states.

It is a tree of slow growth. A trunk two feet through may be 200

year of the extel is an expect Leaves hang from two to six year of there are as ally the field leaves among the live ones.

#### Baltimore Exports Improve

The total of a space of the present year, comthe west of the contraport and the of 1915, makes in the main an encouraging exhibit. It shows in the first place that the movement of stocks has made some gains, and indicates a continuance of expansion. Whereas December furnished almost the lowest total in values recorded since the beginning of the war, with only a small margin of some \$4,000 over the same month of the previous year, January discloses gams in various directions, the total being of a character to justify expectations that the restrictions upon the foreign movement have served to cause a general scarcity of stocks, and that in the future the necessities of the governments getting lumber will compel these governments to furnish room on vessels of sufficient extent to augment the forwardings to a very considerable degree. The tendency with respect to logs is still in the direction of contraction, but various items on the lumber list make important gains over the same month of last year. Thus gum, which did not figure in the exhibit of January, 1915, at all, appears on last month's list with 121,000 feet, while oak, poplar and other woods made gains, though the classification of "all other boards" shows a falling off. Box shooks went forward in some volume, while the shipments of staves were about double those of January, 1915, in the matter of values, though the number was rather smaller. Furniture received more attention, and manufactures of wood took a jump. Altogether, the exporters here have reason to feel hopeful over the statement, which indicates progress after a long interval of dilbioss.

#### Northern Logging Seriously Hampered

Present indications are that the output of timber in Wisconsin and upper Michigan for the present winter will be about thirty per cent less than normal. This is due to adverse weather conditions, and in direct opposition to the reports of a month or six weeks ago, when it was predicted that the amount of logs cut would be considerably in excess of last year. The heavy snow in upper Michigan and throughout the state of Wisconsin is not only hampering the movement of lumber from the yards but is seriously interfering with the work in the lumber camps.

Statistics compiled from reports of twenty large operators in the North show that there will be between twenty and thirty per cent less logs cut this year than usual. The snow has been so deep as to seriously interfere with logging operations. Those conditions are abating slightly now, but warm weather is liable to make its appearance at any time and the men will not work in the woods in water or damp snow, so it looks as though the camps will be broken up within a short time. Unless the weather is moderately cold and no more snow falls, it is more than likely that the production of logs will be materially curtailed.

The unfavorable conditions are not peculiar to this state alone, however. The situation in the West is very serious. It is officially reported that some of the logging camps in the western states are under twelve to fourteen feet of snow, and operations are entirely impossible. Conditions in the South are no more favorable. With conditions unfavorable in practically all the lumber producing territory, therefore, indications are that the glutted market will not be a feature of the coming season.

The walls of a dry kiln often tell the story of whether or not there is lots of heat going to waste through radiation, and whether or not more is required to keep the kiln in operation than should be.

The average wood-worker may not in the usual day's work have much occasion to need hand tools, but, just the same, it is worth while for every machine operator to have a full equipment of hand woodworking tools.



# The Lumberman's Round Table



#### Valuations at Inventory

Just at this season of the year discussions naturally turn to the question of the project method of inventorying stock on the yard. The question is particularly interesting to the man who has had a rather bad year, and who is anxious to make as good a showing on the books as possible by "pricing up" stock which has depreciated in value since the time it was put on sticks.

The question is, is such a plan good bookkeeping; further, is it good business?

Leading hardwood manufacturers seem to be of the opinion that it is poor policy to try to show the "funcarned merement" on the books, because of the element of speculation which is thus introduced. The inventory, in their opinion, should be reserved for listing stock at actual cost. There will thus be provided a logical basis for figuring profit. To attempt to make the sales department show a profit on a more or less artificial basis of inventory values developed by taking market changes into account is decidedly unbusiness-like.

And yet, on the other hand, the man who would like to make his statement look a little fatter can retort that if the market were to collapse, and bring market values below the cost of manufacture, it would not be argued that the latter should be the basis for the inventory. In that event, it is generally agreed, the basis should be current market prices. This may seem a trifle inconsistent, but the obvious point is that it is conservative. The manufacturer always is giving himself the worst of it, theoretically, in order that when it comes down to the practical question of selling his goods at a profit, he may be in the best possible position.

While there are times when marking up values for inventory purposes, especially when the owner of the lumber knows "good and well" that it is worth more now than it was when it was stacked, looks mighty attractive, it is one of those things which a strict adherence to good business principles does not countenance.

#### Keeping an Eye on the Overhead

Not long ago a big construction company which holds several important contracts with the United States Government for the construction of locks and dams on the Ohio river, aggregating several million dollars, was put in the hands of a creditors' committee. It is unable to meet its current obligations, not because the contracts were taken at too low a price, for they were not; but because the unexpected, in the form of floods, threw it back to such an extent that it was unable to realize as rapidly as it had expected to do. The floods made it impossible to carry on construction work, but over head, in the form of interest on equipment, office expenses, salaries of executives in the office and on the job, who could not be released like day laborers, and other big items of that kind which rapidly ate into the capital of the contracting company, went on. The result was inevitable, and yet it was not due to bad management.

There is a lesson in this for every lumberman, who ought to remember that no matter whether he is doing business or not, overhead is going on. If he has a plant that is not running, it is deteriorating; if he has lumber that is not being sold, he is paying carrying charges in interest, insurance, storage, etc.; if he has idle inspectors and other employes, their wages, paid without a corresponding production of valuable work, are adding to the burden of the business, and making it more difficult to pay dividends.

One of the reasons why lumber concerns are taking kindly to the idea of building sheds where loading and unloading of cars can be carried on, no matter what the weather, is that furnishing this protection insures the work being carried forward and overhead expense being held within bounds. Rainy days no longer have any terrors for the lumberman whose inspectors can work in any kind of weather, while the concern whose salaried men have to "lay off" in inclement weather must realize that their expenses are helping to pile up overhead without a corresponding offset in work performed.

And, from the practical standpoint, it is comforting to know that

during the rush season -which usually coincides with the period when there is most bad weather—cars can be loaded out and customers hungry for lumber taken care of.

#### Is This Unreasonable?

Not long ago a prominent furniture manufacturer wanted to buy some hardwood lumber. Prices were secured from a leading manufacturer, whose stock was known to be just about what was wanted. The consumer proposed that the lumberman ship the stock subject to inspection at the factory. This proposition was promptly turned down, inasmuch as it was too one sided an arrangement to appeal to anybody with ordinary business sense; but he made a counter-proposal, which was that the buyer take up the stock on the shipper's yard, the latter paying half the expenses of the representative of the manufacturing concern. This proposition, however, was not found agreeable, and the deal was declared off.

From where the writer sits, it looks as if the consumer was assuming an unreasonable attitude, and one which could not possibly be supported by any logical process. To sell subject to inspection by the buyer puts the seller entirely in the latter's hands, especially if the opportunity to dispose of rejected material were not especially good, as it happened to be in this case; while to take up the material on the shipper's yard, which would have enabled the lumberman to protect himself from the possibility of any of the stock being thrown out later on, would have insured mutual satisfaction. Possibly the shipper ought to have been willing to pay all of the expenses of the inspection under this arrangement, but inasmuch as the buyer would have been benefited, as well as the hardwood manufacturer, the proposal to split the cost seemed an equitable one.

The plan of having the buyer take up his own stock is one that is commendable from many standpoints. First, the inspector for the consumer knows better than anybody else just what his principal wants, and what he doesn't want. Second, if there is any question as to grade, it can be determined by the inspectors of the two parties concerned before the expense of transportation has been assumed. Third, all possibility of dispute after the shipment of the car is eliminated, and the transaction can be closed with nothing but satisfaction on both sides.

Where the consumer is a big enough user to justify the plan, he ought to make a point of sending out his own man to take up the lumber which he buys. In most cases this representative would get the heartiest coöperation from the lumbermen, and if the buyer's inspector knew his business, it would mean better lumber at the same price—better lumber from the standpoint of his use, that is—accurate measurement and a lot of other advantages, the lack of which frequently cause argument under present conditions.

#### Cheap Stump Destruction

The London Timber News tells of a cheap method of removing stumps or objectionable trees. It says: "Bore a 2-inch hole 18 inches deep into the trunk or root during the autumn. Put in 1½ ounces of saltpetre, fill with water and plug tightly. During the following spring put in the same hole half a gill of kerosene oil and set alight. The tree or stump will smoulder away without blazing down to every part of the roots. For removing large tree stumps without the expense of grubbing out this latter method is to be recommended."

If this method shall be found efficient it ought to be worth a great deal to persons who have stump land to clear. It costs much money to pull the stumps out, and grubbing them is even more expensive. A gallon of saltpetre and a gallon of kerosene ought to suffice for an acre of ordinary stump land. It is worth trying, even to the extent of doubling or quadrupling the dose for each stump. However, HARDWOOD RECORD is inclined to doubt the sufficiency of the method when applied to the big stumps of our cut over lands; but the mere possibility that it might be a success entitles the method to a thorough test..



# Operating a Progressive Kiln

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the kiln with the leat growing more interse out the lumidity grow-

lumidity from the leading end to the unleading end to suit the conditions of the lumber at the different stages. The aim was to carry harmonical and these two elements where worked out carefully produced very rapid and successful drying. When the lumber entered the kiln it was comparatively green and had to be steam-sprayed strengly at a temperature of 140 degrees and the registering instrument showed a relative humidity of 60 to 100% and the nearer to 100% the better to complete saturation, or as damp as possible without staining the lumber at the piling sticks.

To avoid friction and produce easy ranning ears, each bunk was set with the right hand flange of the whorls against the side of the Trail. This insured perfect alignment of each, and when the ear was started forward it equalized itself upon each rail.

Particular attention was paid to the paling sticks, which were all of a uniform thickness. They were placed at frequent intervals so that it was an assured fact that the burber would come out straight. The number used in each course varied from three to nine, according to the kind and condition of the lumber.

In piling the stock on the banks forming the cars, care was taken to make a flue three or four inches wide up through the center of the load to within a few courses of the top. This due aided very much in equalizing the heat through the entire load.

When it came to placing the cars in the kiln, all the inlet dampers and doors were closed as tightly as possible, and the dampers in the stacks set about half open. Since the heat on the coils was continuous, running the usual temperature from 140 to 170 degrees, it was only necessary to turn on the stern samely strong for fifteen to twenty minutes, or until the register of instrument showed the humidity close to ninety per cent. The volume of spray was then reduced so that the humility remained at aloo to a rount. The temperature, under these conditions, would rise of the steam was kept on soff cient to maint on the ninety per control even more, since it was desirable to reise the temperature to be stylen same degree that it was in the main part of the kiln. This . . I Might temperature made it necessary to earry great hamidity a transfering kills. In the language of the operator, "This is the ressary element, that the Lumidity should come from the lamber of the from the spray. To letermine this, gralually relace the the spray piping outil it is certain the toover is throwing off the moisture and is able to hold the how . . .

as the kiln can dry daily of inch consequently as many cars in fully as are taken of at the taken of taken of the taken of 
the all the cars going form at the same time, thus drying the latter one meh oak, while for two-case, and there would be only one

When the car was ready to move forward to the main body of the keln it was kept at the damp and of the large apartment, being allowed to move forward only a other cars came through from dny to day to push it forward. Care hardening would be the result if a car that was damp and steaming were sent directly to the dry end of the kiln.

As the cars entered the name kiln it was necessary to raise the boundity in this section to saxty per cent at the unloading end, and this was attended to each time the doors were opened and cars sent forward. When the cars were within two days of the dry end, the boundity at the unloading one was reduced to thirty or forty per cent.

The operator in question was getting the best results. He was following the instructions of the maker of the kiln but also using his head. He had the instruments for testing shrinkage, moisture in the lumber and the humality, and he used them, as should any operator who expects to get the results necessary to do good cabinet voci.

O B M

#### The Apple Pine

Ranging eight hundred makes north and south along the high mountains of California grows the apple pine. That name never found its way into official lists in tree publications, but that is the name by which woodsmen know it, and they know the tree so well that they rever make a mistake in its identification provided they can approach the tree and examine it. That is remarkable when it is considered that expert dendrologists who depend on the usual organs of identification, the leaves, flowers, fruit, bark, and twigs, have had many a set to and dispute among themselves when called upon to give this tree its correct name. If given plenty of time to figure on the problem, the scientists will pronounce the tree Pinus jeffreyi, or in plain English, Jeffrey plac; but before the final conclusion is reached they may tentatively call it Pinus ponderosa, or possibly Pinus proderosa scopularam; but the mountaineer will catch a nearer why contenting they are the content name, without so much as looking at leaf, flower, cone, or seed, and he will do it in a quarter of the time required by the botanist to unpack his microscope to

The tree is identified by its odor, which once learned is never forgotten. The mountaineer's trained nose is pressed close in a deep crevice of the bark, and the odor of an apple tells the story. No other known tree of that region has a similar odor, so there is no mistake. The yellow pine *epocherosai* which looks so much like the apple pine as to keep the locasist constantly on his guard against mistaking one for the other, smells simply like pine bark, and never fools the mountaineer.

The odor of the apple pine and not escape the keen observation of Sudworth; but in his book he located the odor in the twigs and said it resembled violets. The twigs are usually about a hundred feet above the ground and quite out of reach and smelling distance of the ordinary observer; but the bank of the trunk is always accessible and quickly identifies the interesting pine of the high California mountains.

A control of the best results, as it not only enables the stone to "take hold," but also only the control of the best hold, but also only the control of the best 
A construction of the construction of the second construction of the construction of t



# Underneath the Face Veneer



More than the usual amount of attention of the veneer and cabinet world is now being centered upon the core body, the wood that goes undermeath the face veneer. The most marked feature of the present tendency is to make the core body and the back veneer of the same kind of wood as the face veneer though obviously not of the same quality.

There are two angles from which this idea is considered with favor. One is that of the man selling the goods, who finds an appeal in the idea that though it is built-up work, the wood is the same kind all the way through. The other angle is that of the technical man who contends that for ideal conditions in gluing and in holding together glued-up work, the core body should be of the same wood as the face veneer so that it may be uniform as to porosity, shrinking qualities, etc.

The selling man's viewpoint is the strongest card, having the underbody of the same material as the outer face. Thus if a man has a piece of furniture done in mahogany he advertises the fact that it is veneered or built-up and at the same time features the claim that it is solid mahogany; the underbody is mahogany as well as the face veneer, the only purpose of veneering being to get better construction and the finest of the wood for the face.

It requires no stretch of the imagination to see how this appeals as a selling point. The appeal perhaps is strong enough to make it worth the additional cost of securing low-grade mahogany for the core body. The same might be said of quartered or plain oak.

As to the technical side of the question, the argument that by using the same wood better results can be obtained in the use of glue and more satisfaction generally, presents room for considerable argument. To carry out this scheme consistently and get the real benefit claimed, the heavy center or core body must be of the same wood as the face veneer, and the back of the same wood. If it is a fine job calling for cross banding underneath the face veneer, the cross banding itself should be of the same wood.

That is where complications enter and room is made for argument. It may be the ideal thing theoretically to glue a face veneer of oak, for example, on top of an oak board, or a built-up oak core body with the grain of each running the same direction, for then we have a wood uniform in porosity on which the same glue takes properly to both the core body and the face veneer.

In practice, however, it is generally somewhat different from this. There is usually under the face veneer, as cross banding, a sheet of thin veneer running at right angles. Perhaps even though turned at right angles the oak cross banding would be nearer the ideal for gluing with oak face veneer than some other wood, but there is room for some argument there.

The nearest thing to the ideal in cross banding is poplar or basswood, and following these in the way of substitutes for the sake of saving in cost, cottonwood and gum. Chestnut is used at times, especially where the face veneer is oak and glue is used of sufficient density to make a good joint.

All that is necessary to fulfill the technical requirements in glue work is to have a core and a cross banding that will glue well with the same kind of glue. It should be practical to secure these conditions without confining one's self to the narrow limit of using exactly the same kind of wood for the core body or the cross banding that is used in the face veneer.

Of course there still remains the other technical problem of shrinkage, involving the behavior of the core body and the cross banding underneath the face veneer. Some woods, if not thoroughly dried and afterward protected from the absorption of moisture from the air, will swell and shrink and cause blistering or checks in the face veneer. This is especially true if the face veneer goes directly on top of a heavy core body and the grain runs in the same direction.

Where cross banding is used underneath the face veneer, and this should be everywhere where a really good job of built-up work is to be done, it acts as a restraining influence upon the warping tendencies of the core body and alters the relation of shrinkage of the under

body as compared to the face veneer, because even if the cross banding is of the same wood as the face veneer it crosses it at right angles and its tendency to shrink would be in the other direction.

The problem of shrinkage is one that should be taken care of in the drying and in preparing stock before using. It should be practical to provide a core body and cross banding that will take glue well in conjunction with the face veneer without its being in any way imperative to use exactly the same kind of wood as the face veneer.

This leaves for consideration mainly the commercial side of the matter, the advertising and selling value due to having a piece of furniture of the same wood throughout, even though it is veneered or built-up. Some day this point may not be considered of material value in the selling game, but at the present time it seems to carry weight, or people think it does, which amounts to the same thing. With each man it becomes a question of whether or not it can be done without adding too much to the cost. Incidentally, it will furnish an opportunity to clean up low grades in mahogany, quartered oak, and any other woods from which face veneer is made.

#### Advices Uncertain as to British Hardwood Restriction

A very important development to the hardwood industry, which is receiving careful study at the State Department, is the British order prohibiting the importation of hardwoods except under license by the British Board of Trade. There is no question as to the right of Great Britain to issue such an order and the only ground on which a protest can be made is that the order unnecessarily interferes with an important American industry.

Pending advices from home, the British embassy in Washington declines to comment on the situation, but it is understood from those in close touch with the British embassy that the Board of Trade has been instructed to be fairly liberal with its licenses. Judging from a message, said to have been received at the embassy, and containing few details, it is understood that the government intends that imports shall be curtailed only to the extent of twenty-five per cent. There is no guarantee, however, that this curtailment may not become more sweeping at any time.

It is the understanding of the trade advisers of the State Department that the step was taken more with the idea of providing additional space in vessels than for the purpose of curtailing so-called expenditure for luxuries. With the constantly increasing need for food stuffs, munitions, cotton and other articles of prime necessity, the matter of securing adequate room in ocean bottoms is becoming a serious one.

The Interstate Commerce Commission is very busy digesting the answers received to its lumber questions. The results are being tabulated. Cards are being used to index certain features of the tabulation. This feature alone requires the use of 15,000 cards, which gives an idea of the complex nature of the task. Plans have been made to reduce the information to concisely arranged tables which will make its significance clear almost at a glance.

If the furniture manufacturers would just get the spirit of preparedness by the right end and take it home to themselves it would mean a return to the good old practice of buying a liberal stock of lumber ahead of their needs. This would mean not only safety against lack of raw material in time of a rush, but a good and safe investment proposition besides.

Some idea of the importance of the proper crating of furniture may be had from a report made at a southern furniture meeting by a representative of the Southern Railway, who said he had claims for damage in transit on furniture during the year 1914-15 amounting to \$81,568.86. He said that much of this is due to carelessness in crating the furniture.

# \* Experience Talks on Woodworking

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There is a potal ware error tractally also that it is a process of and so much all soft as a fee. Note that if it the kind or stape, it comes it for its share of these divided by from the team sters to the shavings boy finds the file legitimate plunder, and after using it is always left just where used. Very often a file in the tanks of a green bard is spoiled in two tractors, but to matter it's nothing but a file. Tales, new or charstocker be taken the care of the foreman of each department, and under lock and key, for they make a large item in the expense account of the year.

The remarkable development is performed an orking machinery might suggest to some that it is breaking into the field of the job-ling plantag with. Most of the leavest and it is simply doing by mechanical means a lot of work that formerly was done by hand, and making possible lots of machine work that has not previously been done.

It is often the case that it ready at the specimend operator will get more out of a planer after a short study of its construction than a man who has been at the business for years. This must be due to the fact that the young man realizes his inexperience and is willing to learn, while the old man claims to know and will not be shown. The day is yet to come in which a man, young or old, cannot learn something new.

Has the trade ever settled its mind definitely on what constitutes the best form of conveyor for sawdust? Some plants have endless belts, some chain conveyors, some advocate blowers, and on some of the fictory scale the distriction of the fictory scale the distriction of the same as shavings, but there still remains the question of just which is best under general conditions.

It is not always necessary that the young men in the business learn all the kinks and wrinkles that the older heads have found out through experience, except that they may do it as a sort of side issue, because many of these old wrinkles are tancecessary and out of date, and to inflict too many of them on the mand of a young man learning a trade would be to seriously han map him, at the outset.

Some of the correspondence schools are good things for busy young sters who cannot attend college, but the cathasiasm to pursue the studies must be kept up inside the young man nimselt, for it is a lonesome job to study all alone in the quiet of its of the night, when you know that instead of meeting the class the next day it is simply a matter of sending off the result for criticism and marking.

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More than the second second second second at isn't altogether the panels man's fault.

#### Preliminary Lumber Figures

igness of the lumber cut in 1914 and 1915. Speaking of the output the control to the lumber cut in 1914 and 1915. Speaking of the output the control to the first state of sets of the control to the con

The number of active mills reporting in 1914 was 1,181 as against 1,498 in 1913.

The following table shows the lumber sawed in the three states in 1914, 1913, and 1912:

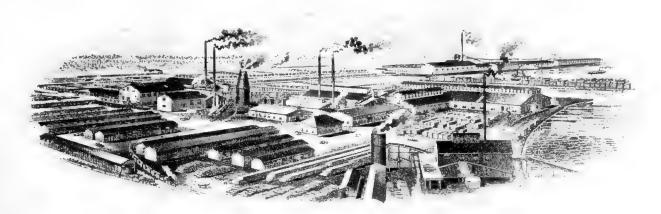
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The country west of the Rec. We actures produced over 8,000, concern feet of factors in 1913. That appears a decline of 8 per ent as compared with 1915. That of the gained 120,000,000 feet, I raho 111,000,000. The loss of 1,500,200, was 646,000,000 feet, in Origin, 280,000, he has a resolution. In that region the number of mills reporting in 1914 was 1,359, in 1913, 1,286.

Compilations by the Forest Service to February 19, from south ern sawmills cutting 5,000,000 feet of over a year, gives the following comparison of a total and the services of Services 1917 and 1914:

			1914
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	N. 12	I'm ear of port	Same Mills
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Matamar,		596.550 000	662,648,000
East Charles		2.5554.000	275,190,000
AM STATE OF THE ST		to be, who could	620,769,000

The Forest Service is sending out figures for both 1914 and 1915, in its weekly bulletins. This hads to some uncertainty whether it is collecting figures for both years at this time, or whether it quotes figures for 1914 from reports in its files formerly collected, but which have never been published.



# The Northwestern Cooperage & Lumber Company

The Home of the "Peerless" Standard Brand Products

Western Office: 516 Lumber Exchange, Minneapelis, Minn.

GLADSTONE, MICHIGAN

Mills at Gladstone and Escanaba, Michigan

Manufacturers of the following "Peerless" Standard Brand Products: Hardwood Flooring, Staves, Hoops, Heading and Veneers, Hemlock Lumber, Lath, Shingles, Posts, Poles and Ties, and Hemlock Tan Bark

"Peerless" Rock Maple, Beech & Birch Flooring and are said by dealers to hold trade. We NEXT TIME

Members of Maple Flooring Manufacturers' Association. (When writing mention the Hardwood Record.)

# The Mail Bag

B 990-Wants to Buy Strips

Franklin, Va., February 14. Editor Hardwood Record: Will you list the following requirements under your Mail Bag heading? We use the following strips in very large quantities throughout the year, and will buy in carloads of a single size or mixed carloads, and in random lengths or equalized to specified lengths, 18 to 36", all clear stock:  $4/4 \propto 1 \%$  " wide and 35 x 35" wide in poplar, basswood, white pine or cypress, and 78" x 13%" wide and 12" x 13%" wide in maple, beech or sycamore.

#### B 991-Wants to Buy White or Red Oak Timbers

Kansas City, Mo., February 12.- Editor Hardwood Record: I wish to locate a hardwood mill that can cut some 12x12-36' white or red oak timbers

Anybody in position to turn out this stuff can have the name of the inquirer upon application to Hardwood Record.-Editor.

B 992—Wants to Buy Thick Brown Ash Torrington, Conn., February 14.—Editor Hardwood Record: We are in the market for a car each of 6.4 and 8.4 strictly 1s and 2s Michigan brown ash. We have shopped and shopped but seem to be unable to locate this stock. Can you put us in touch with anyone who can furnish this in brown ash? White ash will not answer.

Interested parties can have the name of this correspondent by writing Hardwood Record .- Editor.

B 993—Wants to Investigate Possibilities of Using Dimension A short time ago Hardwood Record received a letter from a

manufacturer in New York asking for information as to the possibilities of using dimension in the manufacture of his goods. On writing for more specific information this company has an swered as follows:

Rochester, N. Y., February 19 .- Answering yours of the 15th, what we are particularly interested in at the present time is 3/4 or 5/8 quartered and plain oak dimension stock. Also some poplar and beech. We have never used dimension stock, nor have we gone into it far enough to know approximately how much we would use. It is something

new which we are considering and we would like to get in touch with people in this line. Thanking you for any information you may give us.

Evidently this is an opportunity for somebody who has worked up the dimension game far enough to be able to advise this inquirer properly. The name can be secured on writing Hardwood Record. EDITOR.

B 994—Weights of Hardwoods in the Log No Ha Sa No, N. Y., February 4. -Editor Hardwood Record: To the best of your knowledge I wish you would tell what you consider beech, birch and maple logs to weigh to the thousand feet, Doyle Scale, after they have been cut for three months.

F. A. GAYLORD.

Forester and Superintendent Ne-Ha-Sa-Ne Park Association, Obviously an authoritative answer to this inquiry is very difficult. HARDWOOD RECORD has advised Mr. Gayford that the approximate weight should be birch, 9,000 pounds, maple, 11,500 pounds, and beech, 13,000 pounds. There are so many conditions that should be taken into consideration that should qualify these figures that they are given only as an estimate. If anybody has worked out specific figures covering this inquiry HARDWOOD RECORD would appreciate seeing the information .- Editor.

#### Clubs and Associations

Memphis Lumbermen Given Important Work

The lumber trade was well represented at the recent annual meeting of the Chamber of Commerce of the United States, Memphis particularly having a strong delegation. John W. McClure represented the Southern Hardwood Traffic Association, James E. Stark represented the Business Men's Club and Col. S. B. Anderson represented the Tennessee Manufacturers' Association.

While at Washington Mr. McClure was chosen as chairman of the Tennessee delegation and also served as a member of the nominating committee. Col. Anderson was elected to the directorate of the Chamber of Commerce for the ensuing year, and as there are only twenty-four business men represented on this body the importance of the position can be realized.

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#### of the Altean Shapin, for the Nation of the Convention

#### Confers on Veneer Freight Matters

\ . 165 M 15.00 Mr. Mine states be expects a number of other prominent manufacturers of veneers to be in anti-notance at the meeting and that probably C. H. Lord of Danville, Ky, will be there.

coployed as attorney for the venoer manufacturers

#### West Virginia Association in Annual

The mechanics' Hen law was the main t pre of the convention, Key the form of the control of the

There was much discussion of the demand of the dealers that the avecent differential in country prices to dealer and centractors be raised to ten cents on the berrel. A committee was appointed to go into this

G. M. Messman, in an address on "Unito a Checks," made a plea for co-operation which, he said, was the basis of uniform credits, "Corr Duties as Retail Lember and Supply Dealers, was the topic discussed by W. W. Scott of Bridgeport, O., who said the dealers' duty was to himself and the community first, not for selfish reasons, but locause business toust have a prontable income, or there is nest indical. Dealers should have a clean stock at all times and arranged so (0,t) perchasers may view it with increasing interest to themselves  $(A_{+},+)$ ; threes, he said, were entitled to the suggestions of the dealers  $(v^{(1)},-)$  are experience in the

The following officers were elected: President H. F. Shadie, Charleston; first vice-pr sident, G. A. Grishaber, Charleston, second vice-president, Walter Perkin, Blueheld; third vice-president, J. J. Minkemeyer, Wheeling, fourth vice president, J. C. Bidder Corksburg: secretary, G. C. Dickerson, Huntington, H. M. Spragger: We for and C. A. Shert of Sammston were elected new members of the end of directors.

#### Maple Flooring Association Issues Handsome Educational Booklets

A series of four modelets of a decidedly become A series of their models of a forcificity find a challe spland typography has been resuld by the Maple Flooring Model there? Association, The books are intiffed 'Ton Reasons Why," show the first retainers should handle maple flooring: 'How to Lay and I ask Mogle Loods,' being designed to give proper information regarding the larger "Individuality in the Heme," which is especially designed the suggestions to the larger handless of the larger transfer of th some builder that will conform to and Increase to desire for harmony; and "School Room Pleors," which booklet on the total the merits of maple

Poors that recommend it for this purpose part. The booklets cannot be too highly connected to their leastly and originality of design and contents.

#### Big Concatenation at Grand Rapids

11 + 1 + 11 Detector I 134.7 Accepton Laboration W. Smith The Way Miles National Control Research of the Alberta John 11 11 1, 0 11. tates ches It is tardina labber W :. - - C  $W(\varepsilon) = t - \varepsilon, \quad t \neq \varepsilon t \; , \; 1 = M,$ Holland, gurdon.

At the featuring officers were elected. Prosident, Rich. of Kleinpell, Kenthalic president, C. W. Gill, Ann Arbor, and L. W. Small of Grand Rapids, secretary treasurer. It was also decided that futo the recentions would be held at Grand Rapids or Detroit

#### Hemlock Campaign Under Way

100 of the Henlock Mapu The state Land we completed for the root, lumber. The money has all men substitued not work is now being directed to the retailers in the hembork market bein tery. Over and above the general comparing, the manufacturers have reserved a large fund to help along the home paper advertising of retroers, and a circular was mailed out last week to retailers in towns of 2,000 or more population, in the hemlock territory, outfining the prometers plan in detail. Triefly, the plan is as tollows .

It I was not been also been also been all the state of advertisements to a lower or average and the state of the term of cuts all readvers as a state of the business, the manufacture is to stand all of this expense. Ind. The object test of a condition of the property of the state of the retailer and will carry a description of his business in accordance to instructions from the retailer.

4th—The size of the advertisements will be about S inches deep and two columns wide.

5th—The heliock manufacturers will put as many advertisements.

two columns wide.

5th—The hemlock manufacturers will put as many advertisements signed by the retailer in his local paper as all the money be will agree to spend, plus twice as much the manufacturers will pay for.

To make this clear, let us suppose the retailer will co-operate to the extent of \$10,000. The banded is a consisters will thereupon add \$20,000, haking \$50,000, had win places to the retailer in his local paper as \$50,000 will pay for.

This is pretty big money's worth for the retailer \$30,00 worth of space for \$10,00 \$60,00 worth for \$20,00 and so on. The hemlock manufacturers supply the advertisements free and pay for two-thirds of

the space, which is a pretty good offer.

The hemlock manufacturers believe and believe that the retailers believe) that the best interests of all the people in the hemlock territory require that "Our own People's money should buy our own People's Products," and not be scattered all over the country where it won't help pay local taxes or make better local torsiness, to pay for goods no better than are produced near home. Applying that idea, the manufacturers bave undertaken a 5-year's advertising campaign for "Old Faithful" Hemlock. This will keep home lum or money at home and at the same time guarantee the consumer the best values per dollar that any lumber can give.

The way to get and keep public con, lence is to sell the consumers only that kind of lumber that is best to them. The hemlock manufacturers will, therefore, advertise hemlock only for the uses it is fitted for. It is their idea to let everybody know how good hemlock is, how it has been a leading wood for over two hundred years for framing, timbers, flooring, sheathing and its many other uses. The manufacturers will advertise hemlock only for its proper uses, and it a those, they will advertise it hard and effectively. In the general campaign advertising space will also be used in farm papers, dairy papers, trade papers, architect's papers. Further than this, many valuable broklets and plans will be prepared for the trade, which will be distributed free of charge.

The above plan is in line with the modern spirit which has recently entered the lumber business, and no doubt the campaign will be an entire

#### Cincinnati Exchange Organized

Treatment of the Lundow Estate of Solesdiary of the Cincinnati Chamber of Commerce was decided up to last week by a number of lumbermen who are members of the Cherther of Commerce. W. J. Eckman, an officer in the Cincinnati Lumb  $\tau$  Exporters' Association, presided as chairman of the conference, Wilanto B Mellsh, president of the Chamber of Commerce outlined the service that would be rendered by the staff of the Chamber of Commerce, Se retary William C. Culkins and Guy M. Freer, manager of the traffic department, and president of the National Association of Traffic Managers.

A committee consisting of E. J. Thoman, J. H. Doppes, V. B. Kirkpatrick, E. F. Owen and Harry A. Freiberg was appointed to draft a

constitution and by-laws and prepare a form of organization to be submitted at a later meeting of those who attended the conference last week. The committee performed its service late in the week and the formal ratification of the by-laws etc., will be held in a few days.

It was suggested that an actual exchange for lumber, such as exists in the Real Estate Exchange, be established and a bulletin board be provided where daily bids and offerings and sales be posted.

It was announced that this exchange will in no manner conflict or take the place of the Lumbermen's Club of Cincinnati, many lumbermen in the city now belonging to both organizations. The resolution to establish the exchange was introduced by J. Watt Graham. Last year an attempt was made to have the Lumbermen's Club become a subsidiary of the Chamber of Commerce but the proposition was defeated by a vote of the lumbermen.

W. J. Eckman was made president pro tem of the new organization and W. C. Culkins, secretary pro tem. Others who spoke at the meeting in favor of the exchange were Chester F. Korn, E. J. Korn, E. J. Thoman, K. E. Williams, I. M. Asher, S. E. Giffen and J. D. Falsey.

#### Prominent Lumbermen Talk on Lumber Topics

Officials of various national lumber organizations appeared before the American Society of Foresters at Washington, D. C., on the evening of February 10, to discuss the relationship of the lumber industry to the forestry work,

R. H. Downman, president of the National Lumber Manufacturers' Association, spoke on the subject "The Need for Co-operation among Lumbermen," while R. S. Kellogg, secretary of the same organization described the lumbermens' efforts to aid themselves.

In a paper on "The Need for Larger Units of Control in the Lumber Industry," E. B. Hazen of Portland, Ore., touched on many technical phases of the efforts of the lumbermen to help advance their own interests. Speaking on sales work Mr. Hazen said that while lumber was formerly bought it is now decidedly up to lumbermen to establish proper merchandizing methods to dispose of it at a profit. He grouped all association efforts into the national association, the producing zone association and the selling association, saying that each has a clearly defined field but in the end all are essential and none superfluous. He said further that in lumber there is a real opportunity for concerted action through the national association in addition to the cumulative effect that will be forthcoming through the association zone activities.

Speaking again of selling, Mr. Hazen said that the producer must get into the field with better schooled salesmen, that if the individual producer has not sufficient output to enable him to put skilled men in the field he must associate himself with the other producers so that they can do this co-operatively.

#### Action on Manifest Declaration Secured by Memphis Club

Walker Wellford of the Chickasaw Cooperage Company voiced such vigorous protest against the expense and other features incident to the manifest declaration ruling on lumber exports made by the Treasury Department at Washington that the river and rail committee was authorized to take up the various objections to these declarations and put them in proper shape for submission to Stanley II. Rose, agent of the Bureau of Foreign and Domestic Commerce, Washington. This will be done without delay and Mr. Rose, who was present at this meeting, said that he would take the subject up with the proper authorities when the committee entrusted with this work had put these objections in form for handling.

The principal objection urged against the manifest declaration rulings by Mr. Wellford was that the expense was too heavy, being sufficient in some instances to take up a large part of the profits on export business. He said that this woud be particularly the case if it were necessary for every exporter of lumber to maintain a forwarding agent at the various ports to sign these declarations. In his own business Mr. Wellford said that shipments of one part of an order went from one mill and other parts from another. He cited the case of a shipment to China recently in which the component parts of the cargo were taken from four different places. He said it was entirely impossible to sign these manifests at all of these mills and that the port was the only place at which this requirement could be complied with. Mr. Wellford thought that it was unreasonable to ask that exporters who paid to get foreign business be taxed to furnish government statistics for those who did not export but who hoped to get foreign trade.

Geo. C. Ehemann, chairman of the river and rail committee, announced that the transcontinental roads would put in reduced tariffs on lumber and lumber products from Memphis and intermediate points to Pacific coast terminals. The new rate will be 60 cents per hundred from Memphis and 65 from interior points, provided in each case that cars are loaded to a minimum capacity of 60,000 pounds. They become effective April 5. Where less than the specified minimum loading is noted, rates will be on a slightly higher scale. The idea of the railroads is to force every shipper of lumber to Pacific coast terminals to load 60,000 or more in every Pacific coast car.

C. G. Kadel, a former president of the club, moved the appointment of a committee of five to choose two members of the club to be recommended for election as directors of the National Hardwood Lumber Association at the annual of that body in Chicago. This was carried by unanimous vote.

The club endorsed the boy scout movement, which was forcibly presented by Joe Lamb of the Larkin Company of America, with headquarters at Memphis. Contribution to this movement will be made by individual members of the club during the campaign now being waged to raise \$7,000 for Chickasaw Council at Memphis.

Rudolph Sondheimer of the E. Sondheimer Company spoke of the fund being raised for the benefit of stricken Jews in Russian Poland, and suggested that members of the club would be given an opportunity to make individual contributions to this cause. W. R. Barksdale, a former president, heartily endorsed what Mr. Sondheimer said and expressed the hope that the lumbermen would support this cause with their usual generosity.

Two new active members were elected, R. A. Taylor, Desoto Hardwood Flooring Company, and Robert York, York Lumber & Manufacturing Company, both of Memphis.

The entertainment committee, Ralph May chairman, was instructed to arrange a club dance to be given some time between now and Lent. The day will be selected by the committee and all arrangements will be in its charge.

The attendance at this meeting, which was held at the Hotel Gayoso Saturday, February 12, was seventy. S. M. Nickey presided and the usual luncheon was served.

#### Pennsylvania Retailers in Annual Convention

The recent convention of the Retail Lumber Dealers' Association of Pennsylvania, held in Pittsburgh, Pa., was a genuine success. Splendid arrangements had been made for a live convention and for the entertaining of the 200 or more retailers who were present. The discussions throughout were largely participated in and were mightly helpful. The leading speakers of the convention were Hon. John Z. White of Chicago, who talked on the single tax question: W. W. Scott of Bridgeport, Ohio, who spoke on "Lumbermen's Ethics"; P. A. Rogers of the Southern Pine Association, who told the lumbermen what the yellow pine men were doing for them; Attorney Carl Van der Voort, secretary of the Lumbermen's Mutual Fire Insurance Company of Pennsylvania, who spoke on "Workmen's Compensation." The banquet orators were Hon. Henry W. Temple of Washington, Pa., who warned lumbermen not to overrate themselves in this time of "shrapnel prosperity," and William J. H. Boeckler, who talked on the dangers that beset this country.

The new officers for the association are: President, J. P. Textor of the G. P. Textor Lumber Company, Wilkinsburg, Pa. (re-elected); treasurer, R. J. Stewart, Washington, Pa. (re-elected); secretary, W. G. Rebbick, Pittsburgh, Pa.; vice-president, W. T. Geddis, Johnstown, Pa.; directors, G. P. Textor, A. J. Stewart and D. W. Simpson of Indiana, Pa., and F. R. Lillo, Oakdale, Pa.

#### W. T. Culver Honored

At the annual meeting of the Michigan Manufacturers' Association, held in the city of Detroit. February 15:17, W. T. Culver, vice president and general manager of the Stearns Salt & Lumber Company, Ludington, Mich., was elected president. Mr. Culver has for many years been an active and efficient force in the industrial life of the state of Michigan and his election to this office will undoubtedly be followed by the adoption of a vigorous and aggressive policy looking to the betterment of industrial conditions both among employers and employees. This organization has been growing stronger every year and now includes in its membership practically all the manufacturers of the state.

# With the Trade

#### New Sawmill to Be Built at Antigo, Wis.

Antigo is to get the sawmill of the Langlade Lumber Company, the new concern recently organized with a capital of \$1.200,000 for the purpose of taking over and developing the holdings of the Paine Lumber Company in Langlade county, totalling 52,000 acres. Work on the new mill will be begun at once and it will be completed and ready to run by August 1. It will have a capacity of about 25,000,000 feet of lumber annually and will be operated with both day and night shifts. The timber holdings of the company insure its operation for from twelve to fifteen years and other purchases will probably keep it running many years longer. Machinery for cutting shingles, lath and ties will be incorporated in the sawmill. The planing mill will be of large size and will be operated by electric motors, as the company will have its own power plant. Its machine shops will be equipped for building logging and camp cars for the company and for the repair of its locomotives. A separate office building will be erected.

Location of the mill at Antigo is the result of a brief but highly energetic campaign by the Commercial Club, which succeeded in raising by popular subscription the sum of \$10,000 toward the purchase of an eight-acre site, part of which is within and the rest outside the city limits. It is conveniently situated with regard to railroad and shipping facilities.

Six logging camps are being operated by the Langlade Lumber Company. It has eighteen miles of logging railroad connecting with the Chicago & Northwestern railway at Bass Lake and will build about

#### Enlarging Helena Milli

#### Evansville Veneer Company Filling All Orders

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We stand to the less at one and expect that within sixty days there is a superior of the less at one and expect that within sixty days there are no and will have a bigger and better plant than even before.

C. W. Talge, president of the company, has returned from his winter vacation in California, and will take charge of the rebuilding operations. Mr. Worland will take care of the trade.

#### Old Minneapolis Firm Incorporated

over thirty years, have discontinued the partnership and incorporated as the Osborne & Clark Lumber Company. The new company has taken over all of the lumber interests of the old fine and leasiness will be a large to the large transfer of the

#### Wisconsin Land & Lumber Company Fire

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#### Memphis Firm Interested in New Mill

#### Indianapolis Manufacturing Company

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[11] N. Netdyke, formerly president of the Action & Regular Model Action

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#### Important Suit in Court

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#### New Mill for Tuscaloosa, Ala.

#### New Yards in Prospect for Paducah

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#### Planing Mill in Little Chute

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#### Financial Statement of Insurance Company

The Lamber Mutual Fire Insurance Company of Boston, Mass., in its tomancial statement, dated January 1, 1916, shows total assets of \$2,518, 692 90. The fatter lesses than a model of date aggregated \$1,557, 199,39, while the total dividends paid policy holders to date aggregated \$1,500,627 86.

# American Sawmill Machinery Company to Manufacture Heavy Duty Sawmill Specialties

1 · Arrived S. world Machiner Corbinate of Hackettstown, N. J., has just Issaed Bulletin No. II 1 describing American Bill steam algers, kickers, log stops and other log deck machinery. The booklet contains an Hlustration of the company's immense plant at Hackettstown, N. J., fifty-seven miles from New York City on the main line of the Delaware, Lackawanna & Western Rathoad. At Hackettstown the American Saw-mill Machinery Company occupies eight acres of property where it manufactures its extensive line of sawaiil machinery of all types and descriptions.

This booklet is issued for the purpose of announcing to the trade the catagonal of the chapans in the trade is a builder of heavy duty sawmill specialties. The company's line of light and medium weight sawmills and machinery is well-known throughout the world and the same elements which have kept these lines in the front rank will enter into the manufacture of the heavy specialties.

Anthony S. Hill, who for many years was head of the Wm. E. Hill Company, manufacturer of heavy sawmill and steam specialities, has designed and will give his personal direction to the manufacture of the American Hill heavy sawmill appliances. Mr. Hill has had many years of experience in designing and building sawmill machinery.

The catalogue describes graphicatly and in type the American-Hill kicker of log unloader, the American Hill log stop and loader, the American Hill steam niggers, oscillating nigger, American-Hill improved end valve, American Hill regular pattern end valve, American-Hill tooth bar for steam niggers with east steal crotch, American-Hill patent cushlon floor plate. American single cylinder steam nigger, American-Hill friction nigger, overhead reversible friction log turners or canters, American-Hill log jackers, single level geared log jackers, long link cable chains, sprockets, log dogs and shocs, spur geared and bevel geared car haul up with wood drum, and other appliances.

The last page is devoted to a listing of the entire line of sawmill and factory machinery and equipment manufactured by the American Sawmill Machinery Company. The whole book is very clearly illustrated and the contract of the different apphances.

#### Arkansas Concern Reports Increased Business

Increased business during the past sixty or ninety days has caused the officials and owners of the E. L. Bruce Company of Little Rock, Ark.,

successor to the Kansas City Hardwood Flooring Company, to decide to put on a night shift about March 1. This company, which operates a plant at the foot of East Seventeenth street, now employs 130 men, and the proposed night shift will increase this number to 175 or more. According to R. G. Bruce, one of the owners and officers of the company, the demand for the company's products has increased heavily of late, which he attributes to general bettering of conditions over the country.

Since the removal of this company's main plant and principal place of business here from Kansas City about two years ago, the company has enjoyed a steady increase in business, despite the depressing times. Until recently the company retained its old name-Kansas ('ity Hardwood Flooring Company-as it was a Kansas corporation and maintained a warehouse in Kansas City. The company's charter was, however, surrendered at the beginning of this year, and re-incorporated in Arkansas under the name of the E. L. Bruce Company. It has also given up its warehouse in Kansas City.

#### Prominent Wisconsin Lumberman Dies

Col. S. W. Hollister, one of the pioneers and best known lumber manufacturers in Wisconsin, died February 19 at his home, Oshkosh, of heart trouble. His death was not unexpected, as it had been known for several days that he was sorely stricken. Last Monday he went to his office at the Hollister, Amos & Co. plant as usual and was feeling well. He attended to his duties in the office and made a trip through the lumber yard and returned to his office. Suddenly he arose from his chair complaining of a pain in his chest in the region of his heart and was taken home to bed. Tuesday morning he arose as usual, and although he was not feeling as well as ordinarily, he transacted considerable business about the city, but while on the way wome he had another attack. Prominent Chicago doctors were summoned, but they were able to hold out but little hope.

Col. Seymour W. Hollister was a Badger by birth and by preference. He was born in this state, was educated and made his own career in Wisconsin, the greater part of his life being spent in Oshkosh. He was born at Brighton, Racine county, August 17, 1845, and was the son of Asa and Sarah Hollister. In the year 1845 Col. Hollister's father engaged in the business of contracting, milling and logging, in this city. He retired in 1860 and died in 1880.

Col. Hollister enlisted in 1864 in Company B, Third Wisconsin cavalry, and served to the close of the civil war. In 1866 he first embarked in business for himself, although previous to that time he had become skilled in timber cruising and other departments of the lumber business. His first business venture was with his brother, William W. Hollister, they being engaged in logging for two years. In 1868 he entered into the business alone and continued as a logging contractor until 1882 when, with Frank Amos and John Stanbilber, both now deceased, the concern known as the Stanhilber-Amos Company was formed. The three wellknown men purchased the sawmill and lumber yards of Mead & Ripley. In 1893 Messrs. Hollister and Amos purchased the interest of Mr. Stanhilber and changed the firm name to Hollister, Amos & Co. Since the death of Mr. Amos, Colonel Hollister has been sole owner of the business.

In 1883 Colonel Hollister became a partner in the firm of R. McMillen & Co., manufacturers of sash, doors and blinds, but withdrew in 1887. In 1888 he formed the corporation, Hollister, Jewell & Co., in which firm the late United States Senator Philetus Sawyer was associated. The company purchased a large tract of land in Ontario, Canada, and crected a double band sawmill at Garden River, Ontario. The mill was operated until 1893, when it was destroyed by fire and never rebuilt. During that period about 20,000,000 feet of lumber was sawed each year.

In connection with Leander Choate, J. H. Jenkins, George T. Brown, A. E. Thompson and others, Colonel Hollister established the Choate-Hollister Furniture Company, of which he was vice-president and general That plant was burned April 12, 1899, and was not rebuilt. Colonel Hollister was president and general manager of the Keshena Improvement Company and of the Wolf River Boom Company. also a director in several of the large business institutions of Oshkosh, including the Old National Bank, Oshkosh Manufacturing Company, Wisconsin Electric Railroad Company, R. McMillen Company, and Wisconsin National Life Insurance Company.

Colonel Hollister was always highly respected for his frankness and honesty. As an employer of labor he was considerate at all times, and in every way he showed a simplicity and genuine friendliness which won many warm friends to him, and in his death Oshkosh loses one of its best citizens. The funeral was held Monday afternoon, and various organizations of which Colonel Hollister was a member attended the funeral, which was in charge of the Masonic order. The interment was private.

#### Hardwood Company Resumes

The plant of the Mansfield Hardwood Lumber Company, Winnfield, La., destroyed three months ago, has been completed and has resumed operations. The mill had to be almost completely rebuilt, and has been enlarged to almost double the capacity of the former plant,

#### Legislation to Help Lumber Industry

After a conference with W. H. Sullivan of the Great Southern Lumber Company, Bogalusa, La., Senator Joseph E. Ransdell of Louisiana is thoroughly imbued with the necessity of increased federal attention to the matter of preventing waste in the lumber industry. As a result

Senator Ransdell has introduced an amendment to be made to the Agricultural bill providing for an increase of \$50,000 in the appropriation for this purpose.

Before presenting his amendment Senator Ransdell discussed the matter at length with Chief Forester Graves. As a result the Louisiana senator has been interested in various needs of the lumber industry which can be cured by legislation. It is believed that the amendment will be considered favorably by the Senate, and it is practically certain that no objection will be raised by the House conferees.

#### Asheville Man Buys Kentucky Timber

W. S. Whiting of Asheville, N. C., a prominent lumber operator, closed a deal on February 22 for the Roper-Reese timberlands in Morgan county, Kentucky, and on Thursday a deed of conveyance was made to him by Judge H. C. Gudgel of Owensville, Ky., referee in bankruptcy. The purchase price is given out as \$116,300.

The property embraces 5,000 acres purchased outright and the timber and mineral rights of another 5,000 acres. Altogether the property is one of the most extensive timber holdings in this section of the country and the deal one of the largest consummated in lumber circles in the vicinity of Cincinnati for some time. It is estimated that the timber will cut 61,000,000.

Mr. Whiting purposes to build six miles of railroad to tap the Chesapeake & Ohio at Morehead, Ky., and to establish in the very near future a large band mill on the property.

#### The Fiedler Company Starts Manufacture

The Fiedler Company was incorporated in Chicago a short time ago with \$50,000 capital for the manufacture of panels, using Fiedler process waterproof glue. The company is today turning over the wheels for the first time in its new factory at 1315-1345 West Twenty-first place, Chicago. It will manufacture a general line of high-grade, built-up panels on order, using various foreign and domestic woods commonly required for this purpose. Only the necessary equipment for actually starting is now installed, but the company expects to have four additional presses installed during the next few weeks. Orders already are booked for considerable quantities of panels to begin with.

The officers of the company are Carl L. Fiedler, president; George R. Fiedler, vice-president and treasurer; Willis D. Smith, secretary. The directors are Carl L. Fiedler, George R. Fiedler and Percy A. Tonk, president of the Tonk Manufacturing Company.

The head office of the company will be maintained at 20 East Jackson boulevard, Chicago.

# Pertinent Information

#### The Log of the Lab

Such is the title of an entirely unique book about the size of Hardwood RECORD, printed by the staff of the Forest Products Laboratory at Madison, Wis., for the purpose of maintaining a consistent record that will reflect the problems considered and solved by the laboratory force.

The book is entirely different in every particular from all other publications that might be even remotely connected with forest products. It is printed on a good grade of paper, made up in such a way as to indicate that it had been assembled as sort of a diary of the work accomplished.

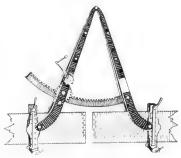
The cover is a pleasing brown paper, made in the laboratory's experimental paper plant, from long leaf yellow pine.

The first number contains charts outlining the organization of the Forest Service at the Forest Products Laboratory, showing the various departments and the heads of each. It reviews the different important problems that have been put up to the department, and in the end contains a rather unusual section of a more or less personal character, which is made up of short paragraphs of decidedly pertinent humor.

According to the announcement, Howard F. Weiss, director of the laboratory is chief editor ex-officio, and Frank A. Hallauer is the real editor. Robert C. Palmer and George M. Hunt are Mr. Hallauer's assistants

#### A Real Money Saver

The Higgins Machinery Company, 808 First avenue, south, Seattle, Wash., has been actively pushing a remarkably effective contrivance to facilitate lacing up belt joints. This is illustrated in the accompanying cut which describes the operation of the "Redding threeminute belt clamp." The feature of the contrivance, which HARD-WOOD RECORD describes because it presents such a remarkable possibility of saving time and securing a perfect joint, is the fact that it takes a maximum of three minutes A Clamp That Will Join a Belt in to effect a perfect joining of belts



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#### January Building Permits

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#### The Cleveland Building Show

On Pebruary 16 the Complete Building Slow opened in Cleveland, Ohio, for a term of ten days, and to thendance was large and success of the undertaking was fully up to expected on. Lumber was only one of peveral building materials shown; but it held a pre-eminent place among others and was well arranged and sata to tornly carried out. A leading feature of the show was a series of marce are borse of wood, constructed to represent homes of different sizes are sixes, from those of moderate preten-sions to large and commodious coveres. It has been demonstrated that advertising of that kind draws attention to the beauty and other good qualities of wood better than any amount of reading matter could do it. however well it may be prepared or illustrated by pictures. The National Lumber Manufacturers' Association had a good exhibit of between thirty and forty kinds of woods, such as constitute the bulk of the stock in hardwood and softwood lumber yards. The lumber exhibit covered a space of 7,000 square feet. The Chycland show was modeled after that held at Dayton, Ohie, some months ago; but having that as a guide, the Cleveland show was able to include a number of features not seen at the earlier exhibition. The verdict of visitors has been that wood has won its claim that with proper presentation it is the most convenient and attractive building material for homes; and that it is entitled to a prominent place in construction of many kinds, as mill work, bridges, and paving. Among exhibitors, other than those already named, were the Red Cedar Association, the Gum Lumber Manufacturers' Association, Redwood Association, Southern Pine Association, Southern Cypress Manufacturers' Association, and Ohio Association of Retail Lumber Dealers.

#### Railroads Underestimate Weight of Snow on Cars

Traffic Manager F. G. Donaldson of the West Coast Lumbermen's Association, Scattle, Wash., sends the following bulletin to members of the organization:

During January and February there was an unusual precipitation of snow in the states of Oregon and Washington, and lumber shippers have



ENHIBIT OF NATIONAL LUMBER MANUFACTURERS' ASSOCIATION AT COMPLETE BUILDING SHOW, CLEVELAND, SHOWING CORRECT MODEL FOR MILL CONSTRUCTION

no doubt been tendered equipment in many instances with a large quantity of snow and ice on the cars. In arriving at the net weight of the shipment the marked tare of the car is generally used and unless shippers have been allowed a deduction for the weight of the snow they will be heavily overcharged. I am advised that some of the railroads are allowing only seven or eight pounds per cubic foot for snow. This is not enough under the conditions which prevailed in these two states as we had alternate snows, rains and freezing spells which increased the weight of snowfall far above the normal. The weather bureau reports in Portland indicate the average weights of snow falling during these months to range from twenty to thirty pounds while the building inspectors have estimated weights at certain periods from thirty to forty pounds per cubic foot. It is my judgment that railroads should allow at least fifteen pounds for dry snow and twenty-seven pounds for wet. These figures would average out about right for these two states for the months of January and February up to date. I recommend that all claims for snow allowance be made on this basis: hTe measurements to be determined by taking the length and the width of the car, multiplying by the average depth of the snow which each mill man should have taken the precaution to have ascertained before loading equipment.

With the excessive snow at some of the northern lake regions, the

With the excessive snow at some of the northern lake regions, the probability is that the same is the experience in that part of the country.

#### English Report on Hardwoods

Representative reports from English brokers show that the hardwood situation in England is lining up pretty well. This is particularly true of mahogany, as advance in values, according to the information, has established itself earlier and more quickly and thoroughly than had been expected. This is due primarily to a good increase in current freight rates to which is added a revival in demand both in American and home consumption. Recent auction sales were attended by a large number of buyers and prospective buyers, which was conclusive evidence of the general revival of interest throughout the trade. There seemed to be a little hesitation about paying advanced prices. It is roughly estimated the appreciation in values approximated thirty per cent in Honduras wood and as much as sixty per cent in Grand Bassam stock, which were the two principal woods offered.

Speaking of American hardwoods, the report states there continues to be a good demand for walnut logs of good quality and size, while rather heavy importations of planks and boards during January were taken care of on account of steadily decreasing stock and active demand. The arrivals of poplar were light at the time the report was sent out, and were being badly broken into. This in connection with a good inquiry for various descriptions of poplar resulted in a strong situation. The conditions surrounding quartered oak at the time the report was compiled were not so favorable as there was little inquiry for this material and ample stock on hand. In plain stock a strong demand and small arrivals caused increased prices, while for ash there was a limited demand and heavy stocks.

#### American Walnut Very Active

Reports from all over the country indicate that the demand for American walnut lumber and veneers has become exceedingly active. The scarcity of imported woods which have been popular in high-grade cabinet work has stimulated the call for the domestic article, and the general improvement in the furniture and allied trades has likewise boosted the demand for walnut. In fact, the walnut interests, which have been carrying on an aggressive campaign for the past two years, in the face of a considerable depression, are now in a position to take advantage of the favorable conditions which have developed. The interior finish field is particularly important from a consuming standpoint just now, and walnut men say that store fixtures and other trim for high-grade retail houses are taking a good deal of material, as architects specializing in this class of work appear to have taken a strong fancy to this wood. Generally speaking, therefore, the walnut situation can be compared only to the supposed "hey-day" of its activity, and judging by the present its popularity in the twentieth century is likely to exceed even that of the nineteenth century.

#### Candidate for Circassian Walnut's Place

A new candidate for circassian walnut's place as a rotary veneer wood has been put forward. It is the black ironwood (Olea laurifolia) of South and East Africa. It is very heavy, hard and dense, and in those properties it is different from walnut; but the figure of rotary veneer is shaded dark and light, with streaks and clouded effects which are said to rival the figure of circassian walnut. The wood varies in weight when dry from fifty-five to seventy-three pounds per cubic foot. It is very strong and in East Africa its principal use is for wagon making. It is expensive to work on account of its hardness. According to Herbert Stone, trees attain a height of from forty to seventy feet and diameter of two or three feet. Though nearly as hard as lignum-vitae, it lacks the flinty hardness of that wood. No record can be found that this wood has ever been used in the United States. There is no definite information concerning the extent of supply.

#### Charcoal Burning Nearly a Lost Art

The enormous demands for explosives on account of the war has brought home to England the fact that the burning of charcoal is nearly a lost art in that country. There are a few people who understand how to do it, but not many. The old-time charcoal burners are dead, and they left no experienced men to take their place, because the business had declined so greatly that there had been little call for burners in recent years. Particular care is needed in selecting wood for charcoal in ammunition making. Few kinds are suitable. The best to be had in England are

alder and the English dogwood, which is a different tree from the dogwoods of America. With wise foresight, extensive areas of alder were maintained in England as a reserve material for powder making in case of a great war. This supply is now available and there is no scarcity of wood, but there is a scarcity of men who know how to burn it properly.

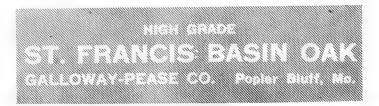
#### Wooden Auto Tires

According to reports a tire maker in Vienna has perfected an autotire made of wood fiber held together by some secret binding material. The woods used are willow and birch, and from the description, the tire is a sort of paper. It consists of an outer and an inner tube, like the ordinary pneumatic tire. A trial run of 437 miles was made and the tires showed no unusual wear. If this invention has been actually made as reported, it is of first-class importance, as it promises a substitute for rubber; but it is well enough to wait for further reports before believing the whole story.

#### Rum and Mahogany

Under the above caption a recent metropolitan daily runs a little article calling attention to the fact that as many as six sailing vessels have entered the African trading since last spring, leaving the Atlantic coast ports with cargoes of rum. There was a question as to what the schooners laden with New England rum for West Africa will bring home. That question has puzzled many who have noted the strange revival of the rum traffic that used to flourish in the slavery days. However, a four-mast schooner, the first to leave in connection with this new traffic, recently returned to Boston with 486,673 feet of mahogany logs from West Africa. The round voyage consumed seven months, the loading of the mahogany being a slow process owing to the indolence of African labor.

At the dock was another capacious windjammer ready to sail with 200,000 gallons of rum, 1,500 barrels of flour and other necessaries for the African natives.





The ROSSER arm works automatically and will ride over any shape log, will und over knots and immediately follow back on log.



Can be controlled by hand or knee.

NOTICE this ROSSER will perfectly clean your logs, just when and where it is needed, will do the work of several men, will reduce the filling room cost, will save the saw and also enable the cutting of a better grade of lumber.

Send for particulars.

J. A. WEBER CO. Toledo, Ohio

Mfgrs. Sawmilling Machinery

OHIO VENEER COMPANY Manufacturers & Importers FOREIGN VENEERS 2624-34 COLERAIN AVENUE

{<u>.....</u>

Having stood the rigid test of time and been pronounced ideal.

#### Perkins Vegetable Glue

now gains still further distinction by being pronounced by United States District Court "meritoriis and valuable, and a distinct advance in the art."

The Perkins patents were sustained in a decision by the court.

The Perkins Glue Company is the only company that has made of vegetable glue a perfect prod-

J. M. S. Building

# Competition Stimulates Quality

A buyer's market invariably results in quality comterment in manufactured goods—for obvious reasons. Quality competition without added quality to back it is disastrous requiring more rigid guarantee of goods it means that the man not able to improve his product here and there to approach perfection is merely betting with himself on whether he will or will not have to make good on stock which, to get the order, he guaranteed.

# Perkins Vegetable Veneer Glue

allows you to make any reasonable guarantee with impunity. It does away entirely with blistered work, and can be shipped to any climate without fear—thus vastly increasing the sales field.

#### Perkins Vegetable Glue

is guaranteed to be uniform, requires no hot, obnoxious glue room, will not sour, costs 20 per cent less than hide glue.

Use Perkins Glue and make your guarantee safe for you

PERKINS GLUE COMPANY SOUTH BEND, IND.

Originators and Patentees

# Hardwood News Notes

#### =≺ MISCELLANEOUS >=

O. by J. Bert Jackson, W. A. Stanley, F. W. Hachtel, W. S. Nicodemus, Y. M. J. Stanley, F. W. Hachtel, W. S. Nicodemus, Y. M. J. Stanley, F. W. Hachtel, W. S. Nicodemus, Y. G. M. J. Stanley, F. W. Hachtel, W. S. Nicodemus, J. G. M. J. Stanley, F. W. Hachtel, W. S. Nicodemus, J. G. M. Stanley, F. W. Hachtel, W. S. M. Stanley, F. W. Hachtel, W. S. Nicodemus, J. G. M. Stanley, F. W. Hachtel, W. W

The woodworking department of the Studebaker Corporation, South

The Ideal Table Company has been incorporated at High Point, N. C. The Hoosier Panel Company has been incorporated at New Albany, Ind. The Birmingham Woodenware Company has been incorporated at P.rmingham, Ala.

The Advance Furniture Company, Sheboygan, Wis., is now owned by Julius Kretschmer.

The Jenks & Gee Lumber Company, Cleveland,  $\theta$ , has filed a voluntary petition in bankruptcy.

John Wilcox has been elected to the presidency of the Cadillac Chair Company, Cadillac, Mich.

At Evenwood, W. Va., the Raine Lumber Company has been incorporated with a capital of \$100,000.

William Judson has been named vice-president of the A. B. Klise Lumber Company, Sturgeon Bay, Mich.

Otto H. Wernicke has been succeeded by Lee M. Hutchins as president of The Macey Company, Grand Rapids, Mich.

of The Macey Company, Grand Rapids, Mich.

The Mexico Manufacturing Company with a capital stock of \$5,000, will manufacture woodenware at Mexico, N. Y.

The style of the Baughman Cabinet Company, Pine Bluff, Ark., has been changed to the Baughman Cabinet Shop.

J. F. Kocha and G. A. Ginguard have incorporated the Carolina Veneer Company at Columbia, S.C., with a capital of \$125,000.

The name of the Roach & Musser Sash & Dear Company, Muscatine, Iowa, has been changed to the Roach & Musser Company.

The Louis Manufacturing Company has just been organized at Middleway, W. Va., to manufacture furniture, its capital being \$15,000.

The Carter-Phelps Manufacturing Company at Keokuk, Iowa, has been incorporated with a capital of \$250,000, and will manufacture woodwork. E. E. Taenzer of Memphis, Tenn., is now the owner of the American

Hardwood Company, Los Augobol, Colo the termor partnership composing this concern having dissolved.

H. S. Fowler, Z. C. Bohrer, H. L. Baker and others have organized the Hart Specialty Company at Greenville, Mich., and will manufacture children's furniture. The capital is \$10,000.

#### =≺ CHICAGO ≻=

John N. Penrod of the Penrod Walnut & Veneer Company of Kansas City, Mo., passed through Chicago last week on his way home from an eastern trip.

D. E. Kline of the Louisville Veneer Mills, Louisville, Ky., spent the greater part of last week in Chicago on business.

E. D. Beals, president of the Hardwood Products Company of Neenah, Wis., spent two or three days in Chicago last week conferring with the Chicago manager.

G. D. Crain, Jr., of Louisville, Ky., has been in the city for the past week or ten days working on two new publications he is putting out, one entitled "Hospital Management" and the other "Class." The latter is devoted to the interests of class and trade periodicals, his aim being to educate the advertising public on the value of specialized advertising.

Lamont Rowlands of the C. A. Goodyear Lumber Company returned to Chicago the end of last week from a three weeks' business trip to the Pacific coast.

Thos. E. Coale of the Thos. E. Coale Lumber Company, Philadelphia, Pa., passed through Chicago a few days ago on his way to the pine mills of the North.

W. T. Culver of the Stearns Salt & Lumber Company, Ludington, Mich., visited the city for a few days last week.

W. D. Young of W. D. Young & Co., Bay City, Mich., was another prominent northern manufacturer who favored the local trade with a call a few days ago.

Fred Mowbray of the Mowbray & Robinson Company, Cincinnati, made a short business trip to the city last week.

#### —≺ BUFFALO ≻=

The Standard Hardwood Lumber Company finds trade improved over a few weeks ago, in oak, chestnut and maple especially. The tone of the market is better and orders come easier.

The A. J. Chestnut Lumber Company has lately bought some hardwoods, including basswood, on the upper lakes. This lumber will come down in the early spring. Prices were so high generally that no heavy purchases were made.

T. H. Wall of the Buffalo Hardwood Lumber Company has returned

# Flood Can't Reach Us Fire Can't Stop Us

We Didn't Stop a Minute in Deliveries and Started Our Plant in 24 Hours

We have large stocks of Quartered Oak, Figured Gum, Mahogany, Walnut, Poplar and Gum in our warehouse which was not touched.

Our Sliced Veneer Department and Rotary Department and Boiler House were in no wise disturbed and we have a large supply of Logs on hand to keep it going.

# WITHIN 24 HOURS WE HAD PERFECTED TEMPORARY FACILITIES FOR DRYING AND KEPT GOING

We are rebuilding and will have the largest drying capacity of any veneer plant in the country with five separate and distinct systems for perfectly drying each kind of veneer.

The New Building will be so built and arranged that fire can't inconvenience us nor our customers. Assurance that your orders are placed where they will positively be filled is the service we offer.

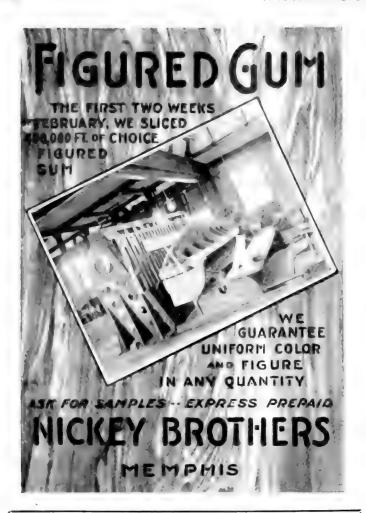
As the Public Utility Company served us, so WE SERVE YOU!

# EVANSVILLE VENEER CO.

Evansville, Indiana

Evansville Quality

Evansville Service



FOR SALE

Bone Dry **GUM** 

1 Million Feet

ALL GRADES AND THICKNESSES

Ouick Service Guaranteed WRITE OR WIRE FOR PRICES

ABERDEEN LUMBER CO.

1...

Pittsburgh, Pa.

No. 1 of the fit. 

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#### ────≺ PITTSBURGH ≻───

The cut I N Wood of an energy with the Company returned resetted for the control of the tipological Southwest. He was caught in the flood several times and was mighty glad to get back on dry land in Penn-

The Perny varies State Love to see thrent now has more than 7 000 000 voying thee grown in 2.21 troe masseries. These will be used for reforestation this year. This will make by far the most extensive pro-210, ever adopted for a the Electric Course on of this state.

J. C. Linehan, secretary of the old Linehan Lumber Company, is now representing S. E. Slaymaker & Co. in the Pittsburgh district, distributing their West Virginia spruce and hardwoods,

The I. H. S. reiher lam or the his reports a very good business in factory trade. President Shreiner made a long trip recently through the Middle West and is satisfied that buyers are more exacting than last year.

The Ricks-McCreight Lumber Company reports prices fairly good. Hardwoods are in better demand than hemlock and the pines. The company has recently added to its force of salesmen L. A. Olsen, who will work in West Virginia and O or cor territory, and J. B. McCreight, who will sell lumber east of Pitt 121

The Rodd Company has been organized here by Thomas Rodd, Jr., William S. Moorehead and Ernest S. Park of this city to chemically trent and creosote timber, lumber and all kinds of wood blocks and railroad supplies.

H. F. Ast, manager of the Matter Lumber Company, reports business in hardwoods very good. Stock is scarce and buyers seem disposed to pay a pretty good price for all lumber.

The Satler Hamilton Lumber Company, recently organized with offices in the Oliver building, thinks the outlook is exceptionally good for hardwood trade this spring. Prices are keeping up well and with a little more demand higher quotations are likely to be named.

#### *■ BOSTON > ■*

Harold I. Br zot of Brattlet at Art for several years representing Many & Westz of Evensysher. In a compact a position as salesman with the Stevens Lumber Company of Boston,

Frank L. Terwilliger who was long manager of the Deering Lumber Company of Melrose, Mass, died at his home in that city last week at the age of fitty upon ears. He was present Mason and a popular

At the annual meeting of the Lumber Trade Club of Boston held on February S at the Quincy House, Daniel A, Lucey of the Curtis & Pope Lumber Company, was elected president. In addition to routine business, the club adopted a resolution unanimously endorsing Hon, John M. Woods of the John M. Woods & Co. for president of the National Hardwood Lum- $(1-A) = (e-1)(1) = f_{e}$ 

The Northern Veneer Company's plant at Washburn, Me., has been completely destroyed by fire, entailing a loss of \$40,000 and depriving a train ode of their explo-

#### —— **≺** BALTIMORE **≻**—

Litabley C. Kert Fend of the Little C. Kent Lumber Company, Wil-rington, December 1997 on Fe 12. He had been engaged in the lumber trade at W. in ngton for 1997 years and was seventy one years old. During the Civil war 1997 to discuss a private and rose to the rank of major in the 109th Cole 1997, His wife and one child

John L. Alcock of John L. Alcook Co. attended the sessions of the

Chamber of Commerce of the United States at Washington this week as the representative of the lumber division of the Baltimore Board of Trade and took an active part in the proceedings

The National Association of Builders' Exchanges will hold its annual meeting in Baltimore next week, and elaborate provisions are being made to entertain the visiting delegates. A number of Baltimore lumber firms are members of the local exchange.

At the last meeting of the managing committee of the Baltimore Lumber Exchange, February 7, the special committee named to consider the matter of dock charges was dismissed from further consideration of the subject. This matter affects only the yellow pine division of the trade, the hardwoods received here being brought in by train. At the meeting John L. Alcock and David Wolf were named with the president, Rufus K. Goodenow, a committee to attend the annual meeting of the National Wholesale Lumber Dealers' Association in Philadelphia next month.

Among the visiting lumbermen here late this week was B. B. Burns, Huntington, W. Va.

A charter has been issued at Charleston, W. Va., for the Louise Manufacturing Company, Middleway, W. Va., to manufacture furniture. The company is authorized to have a capital stock of \$15,000, and the incorporators include Herbert H. Jennings, L. H. Jennings and Nelson R. Roberts of Middleway, W. Va.; Harry N. Watson and Fontaine B. Hooff of Charleston, W. Va.

#### =**≺** COLUMBUS **>**=

The Elk Hardwood Lumber Company of Celina, has been incorporated with a capital of \$10,000 to deal in lumber, by D H. Miller, A. D., L. L., and C. C. Chapman and A. R. Hunter.

The Ashtabula Hoop Company of Ashtabula, has been incorporated with a capital of \$10,000 to manufacture hoops, by C. M. Royce, C. N. Burroughs, Charles Hague, F. R. Eastman and M. M. Taylor.

The capital of the Home Lumber Company, Warren, O., has been increased from \$12,000 to \$20,000.

The capital of the Gray Lumber Company, Cleveland, O., has been increased from \$50,000 to \$100,000.

According to the report of the Columbus building inspector for the month of January there were 129 permits issued for structures to cost \$223,415 during the month as compared with 89 permits and a valuation of \$85,100 in January, 1915.

The Orman Lumber Company has been incorporated at Lancaster with a capital of \$25,000 to deal in lumber of all kinds. The incorporators are Robert M. Geisy, Ralph H. Wolfe, Edward J. Orman, Ralph Morgan and George Borman.

'The Baltimore Lumber Company of Verona, O., has been incorporated with a capital of \$5,000 to deal in lumber. The incorporators are Peter Kuntz, Jr., Martin Kuntz, J. A. Payne, Chas. J. Herr, G. F. Hill.

The Northwestern Sash & Door Company, Cleveland, O., has been organized and incorporated for \$2,000 by Ralph Blue, Fred M. Pfeifer, Augustus W. Bell, David J. Miller, and E. M. Klossin.

The Marion Lumber Company, Marion, O., has increased its capital from \$100,000 to \$140,000.

F. M. Redelle was recently elected secretary of the Dayton Builders' Exchange to succeed D. H. White who left to attend business school in Huntington, Ind.

The Bundy Brothers Contracting Company of Cleveland, has leased a plant at Cedar Avenue and East Sixty-fifth Street, this city, where a general woodworking establishment will be in operation within a short

At the annual meeting of the H. Leet Lumber Company of Portsmouth, O., officers were elected as follows: Phelps C. Leet, president; Albert Graf, vice-president and general manager; C. M. Hartley, secretary; W. K. Dupre, assistant secretary and Horace L. Small, treasurer.

At Worthington, O., George H. Pagels has been succeeded by Howard Potter.

The Big Four Railway Company has an unique idea in wood preserving which is attracting attention of lumbermen generally. a large surplus of railroad ties and is burying them in piles of 25 along its right of way and in that way preserving them for the future.

R. W. Horton of the W. M. Ritter Lumber Company reports a good demand for hardwoods in Columbus and central Ohio territory. Prices are well maintained at the levels which have prevailed for several weeks. Buying on the part of factories is one of the best features. Retailers' stocks are not large, excepting in certain sections. Little delay in shipments is reported. Dry stocks are only fair excepting in certain items where they are plentiful.

J. A. Ford of the Imperial Lumber Company reports a good demand for hardwoods with prices holding up remarkably well.

A movement has been started by John A. Kelley, manager of the industrial bureau of the Columbus Chamber of Commerce for holding a complete building show in Columbus some time during the summer. Quite a few Columbus contractors and material men attended the Cleveland show last week and are enthusiastic over the project.

#### =≺ CINCINNATI ≻=

Alberto Voulminot, Commissioner of the Republic of Uruguay, South America, was in Cincinnati last week investigating the machine and woodworking tool industry. Cincinnati woodworking tool manufacturers have



# Band Sawn Lumber Piled on Our Dermott Yard

FAS 1 Com 2 Com 3 Com 106 232 273,600 176,102 12 850 11,300 12,600 8,900 PLAIN WHITE OAK
FAS 1 Com 2 Com 3 Com,
9,000 7,900
151,700 381,200 225,681 108,921 \$9,000' 6 4 No 2 Com. & Better 

OAK BRIDGE PLANK 2", 213", 3", 8 to 12", 12', 11', 16' RED OR WHITE will load speci-fied wilths, lengths and kinds. OAK CAR MATERIAL

13,500' 4 4 to 16 4 No. 2 Com & Better GUM 4,000′ \$71 FAS, RED 5,000′ \$74 FAS, RED 5,000′ 6/4 No. 1 Com., RED 4,000′ 5/4 No. 1 Com., RED 2,000′ 4/4 FAS, SAP 4,000′ 4/4 No. 1 Com., SAP 5,000′ 4/4 No. 2 Com., SAP

ELM

ASH

The above stock BONE DRY and ready for immediate shipment Your Inquiries Solicited

Dermott Land & Lumber Co. Chicago, Ill. 1559 Railway Exchange

J. K. WILLIAMS

A. T. WILLIAMS

# Williams Lumber Co.

(MANUFACTURERS)

# WHOLESALE **HARDWOOD** LUMBER

Planing Mill Band Mill Dry Kiln Fayetteville, Tenn.

> We manufacture PLAIN and QUAR-TERED OAK, ASH, CHESTNUT and other HARDWOODS

Our Specialty is Quartered White Oak

We Manufacture Dimension Stock—Hickory a Specialty

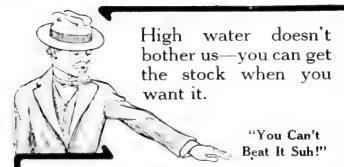
Low Prices
Versus
Cutting Value

You, Mr. Buyer, Know the Verdict

Our Stock Proves
Its Worth by Its
Cutting Value

See our list of dry lumber in "Hardwoods For Bale"
Department, pages 32 38, and ask for prices.

Liberty Hardwood Lumber Co.
MAKERS OF GOOD LUMBER
Big Creek, Tex.



# KENTUCKY OAK

like the Kentucky thoroughbred, was selected by Providence to represent perfection.

A most satisfying uniformity in color, beauty of figure and texture characterize this stock.

To use any of the following items will make

you want more:

4 cars 4'4 S Werray Oak

5 cars 1x6-16 Oak Fencing 25 cars 4/4 No 1 Com. Pl. Red Oak

4 cars 4/4 No 1 Com. Pl. White

3 cars 5'4 No 1 Com & Bet. Pl. Red Oak

2 cars 4'4 1st & 2d Qtd. White

2 cars 4'4 No 1 Com Qtd White

3 cars 1 1 N 2 Com Poplar, 3 cars 14 N 2 A Com Poplar 3 cars 44 N 1 Com Poplar 1 car 4/4 Stained Sap Poplar

I can 4 to 1 and up Agricultura. It is a to 1 and up Agricultura. It is a to 1 con & Bet.

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E. R. Spotswood & Son KENTUCKY KENTUCKY

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the Hyde Pack Lumber construct on a cosmonwarded the contract for time lang the lumber and misses for interior unishing of the new The Hyde Perk Lumber Con-Hyde Park High School This and set will run into a pretty tidy sum, the ismuch to the new school, needs to specifications will be the finest creefed in the country, with ex-ternally fine interior finishing. Petro Concrete Construction Ceres as was awarded the general building contract subletting the lumber and mill work to the Hyde Park Lumber

Them: P Egan was reflected president of the J. A. Fav & Egan Company, manufacturers of machine and woodworking tools, last week, S. P. I gan was re-elected first vice president, F. T. Egan second vicepresident, A. A. Paler treasurer, and C. T. Egan general manager. These gentlemen, with Joseph Rawson, John F. Bruce, L. G. Robinson, and C. H. Remboldt, were reelected directors. W. W. Green was reselected secretary. The company reports a sati factory year in a business way.

The Huss Brothers Manufacturas: Company withdrew its answer denying bankruptcy and entered consent that it be adjudged bankrupt in accordance with the prayer of the creditors' petition. Judge Hollister thereupon adjudged the concern bankings. The schedule of Habilities thereupon adjudged the concern bankrupt. as filed shows liabilities of \$21,005 of which over \$20,000 represents unsecured coains. The assets are listed at \$8,260,02, of which \$8,000 represents machinery, stocks of mahogany and hardwood lumber.

Finley P. Mounts, president of the Advance-Rumely Company, LaPorte, Ind., has called on members of the Federal Trade Commission to ask whether an agreement between the manufacturers of threshing machines and agricultural implements to advance the price of their products would meet with the approval of the various branches of the government. Mr. Mounts said that the price of raw materials used in their business, lumber being conspicuous, had advanced to such an extent that it was no longer possible for the companies to make a profit when selling at the present prices. Members of the Commission so far have been unwilling to give an opinion on Mr. Mount's proposal,

#### =≺ INDIANAPOLIS **>**≕

That a stop has been put to lumber thefts which have resulted in losses of hundreds of dollars in the arrest of two men at Urbana, Ill., is the belief of detectives employed by the New York Central Lines, according to an announcement made by officials of the company here last week. Many cars of lumber have been looted in shipment, dealers in western Indiana and eastern Illinois having sustained the losses in many Instances. Detectives have been working on the robberies for several weeks. The two men who were arrested are Tim Kimball and Frank Rayburn. According to officials of the railroad company, Kimball had constructed a barn of stolen lumber. The barn was stored with lumber of all kinds, and it was discovered that he had sold lumber valued at \$200 to other persons.

Officials of the Showers Brothers Furniture Company, Bloomington, Ind., announced recently that a theater will be constructed in a new administration building that is to be erected at the plant. The theater will have a seating capacity of 1,400 persons, and it is planned to conduct entertainments there frequently for the benefit of employes.

The Imperial Desk Company of Evansville, Ind., has awarded a contract for the construction of a new dry kiln, which will cost \$5,000. The kiln will double the drying room at the plant. The contract called for the completion of the work by April 1.

The Paoli Cabinet Company of Paoli, Ind., has issued \$32,000 in preferred stock, making the total capital of the company \$92,000.

The O-B Furniture Company of Indianapolis has increased its capital stock from \$75,000 to \$100,000.

The Paxton Lumber Company of Hammond, Ind., has increased its capital stock from \$20,000 to \$100,000.

The plant of the Spencer Table Company at Marion, Ind., has resumed operations following a fire about two weeks ago which damaged the power plant to the extent of about \$1,500. The company recently increased the number of its directors from five to seven.

#### ==< EVANSVILLE >=

Charles W. Talge, president of the Evansville Veneer Company, has arrived from California, where in company with his wife he had been spending the winter. Mr. Talge hurrled here after the fire in the plant of the Evansville Veneer Company on Saturday, February 5, and he and George O. Worland are now busily engaged in arranging plans to rebuild the sawed veneer departness and the drying department, which

were destroyed. Mr. Worland says he has arranged to have all orders filled and all business looked after promptly. The Evansville Veneer Company is one of the largest concerns of its kind in the Middle West.

The Imperial Desk Company, located on West Florida street, this city, has let the contract for the erection of an addition to its dry kiln to cost \$5,000, which, when completed, will double the capacity in the drying room. The addition will be completed by April.

The next meeting of the Evansville Lumbermen's Club will be held at the New Vendome hotel on Tuesday evening, March 15, and Secretary Taylor looks for a good attendance as there are several important business matters to come up.

George O. Worland, secretary and treasurer of the Evansville Veneer Company, has been elected a director of the Evansville Furniture Man ufacturers' Association, of which he is an active member.

The International Steel and Iron Company of this city has just had plans drawn for a new planing mill on the Belt Railway, near Read street, to take the place of the one which was destroyed by fire several weeks ago at a loss of about \$40,000. Modern machinery will be installed in the new building, which will be used exclusively for planing mill work. Work on the new structure will be started at once.

William Partington, chairman of the river and rail committee of the Evansville Lumbermen's Club, has received a letter from J. II. Townshend, secretary of the Southern Hardwood Traffic Association, in which he states that the association does not care at this time to agitate further the milling-in-transit question on the Louisville & Nashville railroad. He does not state, however, that he regards the matter as fully settled. The question has been hanging fire for the past two years, and several of the large hardwood manufacturers here are vitally interested in the question. Several months ago the Interstate Commerce Commission decided in favor of the Louisville & Nashville and against the local manufacturers on what is called the policing feature of the milling-in-transit rate. Daniel A. Wertz, president of the Evansville Lumbermen's Club, has announced that as soon as the Evansville Chamber of Commerce, which was recently organized with a membership of about 1,300, gets down to working order he wants the whole question of milling-in-transit presented to the new organization and he hopes to get results in this manner.

#### — ≺ LOUISVILLE ≻—

Sawmill men in the Louisville district report that logs are scarcer and somewhat higher in price, the result of the wet weather, which has made hauling difficult. Besides, some of the veneer mills are evidently finding a better demand for sawed quartered oak stock, and are in the market for veneer logs, the result being to force up the price on this kind of timber to some extent. On the other hand, logging tides in the Big Sandy, Kentucky and other streams are bringing a lot of timber to market, and mills getting their supplies from these sources are in a good position as far as logs are concerned, though even here reports of increased quotations are heard.

Leroy Halyard, resident manager of the Louisville branch of the Southern Hardwood Traffic Association of Memphis, is getting his office organized, and will have a complete file of tariffs affecting this territory properly arranged in the near future. Mr. Halyard has made a good impression on the members of the bureau, who believe that the service will be of greater value to the market.

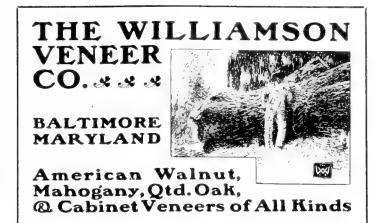
Will McLean, head of the Wood-Mosaic Company, reports that business is fine in all departments, including hardwoods, flooring and veneers. Mr. McLean is much pleased with the consolidation of the Board of Trade and the Commercial Club of Louisville, which it is believed will make a much more valuable organization from the standpoint of results accomplished, even though the merger of the two bodies resulted in his dropping out of the directorate.

It is rumored in Louisville that the C. C. Mengel & Bro. Company may erect a new mill to be devoted exclusively to the manufacture of dimension stock. Owing to the fine demand for this class of material which has been created during the past year or two, the mill is operating night and day, and enlarged facilities have become almost necessary. Emmett Ford, manager of the dimension department, is given much credit for the expansion of this business, which is the result of persistent and intelligent educational effort.

Poplar manufacturers in Louisville are of the opinion that the sensational rise of gum will help their commodity, in view of the fact that it will make the difference in the cost so slight as to give poplar the edge, where the consumer has a preference in favor of that wood. Gum has jumped on an average of \$10 a thousand in the past ninety days.

The Mengel Box Company's property at Hickman, Ky., consisting of a vencer mill, hoop mill, sawmill and panel factory, has been under water recently, the Mississippi river having been on a rampage and a good deal of the town being flooded. The plant is on higher ground, however, than the remaining country, so that while the operation of the mills was stopped, there was no real damage.

State Forester J. E. Barton has advised that there is little chance of H. B. 234, recently introduced in the state legislature, the purpose of which is to wipe out his department, being reported out of committee. The Louisville Hardwood Club adopted resolutions on the subject, endorsing the work of the forestry department and protesting against the enactment of the bill. Mr. Barton is now working on the proposition



Size 54x72

# Made in St. Louis

Photograph of American Walnut Rotary Cut Panel produced in our Veneer Plant. We also manufacture built-up stock of every description used in furniture and fixtures in any thickness, consisting of nicely figured Quartered Gum and Oak, Mahogany, Plain Oak, Yellow Pine, Red Gum, Birch, Ash, Elm, Sycamore, Soft Maple, Plain Gum and Cottonwood.

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St. Louis Basket & Box Company ESTABLISHED IN 1880

143 Arsenal Street

ST. LOUIS, MO.



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## St. Francis Basin RED GUM

We are putting in pile 50,000 to 60,000 feet of Hardwoods every day and will have a well assorted stock in shipping condition February 1. Send us your inquiries.

MARIANNA, ARKANSAS

## We are back on the job with a fine new mill

And over 80,000 acres of the best Hardwood and Hemlock timber in the North and Saw Mill capacity of 40,000,000 feet of lumber a year.



Stack Lumber Company

Masonville, Michigan

Solver So

With the state of record of the Arms of the

pany, the parent company, is being run to capacity at present,

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of New Alberta, are experienced to contain a contained are finding the outbook to the contained are finding the outbook

#### **=<** MEMPHIS **>**=

The Roll of record compare of the one Ark, is creeting a new mill at Pine Top on the White River cover of the St. Louis, from Mountain & Southern. The new mill we cover of ready for operation and will be a letto proceed steadyly with the outling of lamber, as an adequate supply of timber has already been brought out.

The box factories at Memps are doing a large business. The demand is particularly keen for both sawn and veneered shooks, and prices ore measurably befor than a cost time ago. Nost of the old contracts sooked last year have been find ind, where new contracts are being accepted, they are taken only of an appreciable advance. Shipments of shooks have seen heaver during the past month than for any similar period since long before the war in Europe broke out, and one firm is probably doing more business than it ever did before. The demand is good for agg cases and large of vertes of these will be made within the next sixty to ninety days. There is also an excellent call for practically every form of standard package, including those made of vencer as well as sawn shooks. The advance in veneers has perhaps been somewhat greater than in the case of sawn shooks. For a long while last season members of the trade here accepted orders for veneer packages at very low rates, practically swapping dollars thereon. Now, however, they are able to sell all they can manufacture, and they are doing this on a basis which affords a reasona'de margin of profit. Indications are, according to some of those engaged in this particular line, that there will be a continuance of active business well through the summer. There are enough orders in sight now to justify this view and preparations are being made to run on full time wherever possible.

The Anderson-Tully Company here has had to close down its box factory at Vicksburg, Miss., on account of high water, but the foreman of the Vicksburg plant has been brought to Memphis, where he is running the local box factory at night in order to take care of the orders belonging properly to Vicksburg. These arrangements will probably continue for some time, as it will be some days before it will be possible to resume operations at Vicksburg, where the water is still exceptionally high. The plant of Moore & McFerrin in North Memphis, which has been out of commission for several days on account of high water, will be able to resume shortly, as the river is falling here at a reasonably rapid rate. Indications are that the Morgan Veneer Company at Pine Bluff, Ark., which was forced to close down on account of inability to bring out gum logs will also shortly be able to resume operations. There are some other box plants in this immediate section which have been interfered with either directly or indirectly by the high water, but it is anticipated that within the next fortnight pracically all of them will be able to resume.

Good progress is reported on the plant of the Henry W. Maley Lumber Company at Jackson, Miss., which has been removed from Yazoo City. The machinery was brought from Yazoo City to Jackson, but it was necessary to erect the necessary buildings. This is the work to which reference is made. It is expected that this plant will be ready for operation within the next thirty to sixt.

#### —≺ ARKANSAS **≻**—

so in this state during the past ew months, looking for walnut legs, to be sold in southern markets and to be later shipped to warring nations in Europe in the form of gunstocks. This activity is specially noticed in the vicinity of Gravette.

The burder and stave man dacturing plants at Hamburg, Ark., are very active now, many large orders having recently been booked. The Puniap stave mill has shipped a number of orders of turpentine and oil taired staves to Florida and Illinois. The J. L. Durham mills are

shipping large quantities of floring to Oklahoma and Kansas.

The Horn Volvik Lumber to the propagating large shipments of dressed stuff to Chicago. It has recently installed a planing mill and has beginning to the Counter Lumber Company,

Shreveport, La., has recently purchased a controlling interest in this company. The company is now planning to creet a box factory. H. T. Bennett will remain as manager of the plant.

The Little Rock Mill and Lumber Company recently filed articles of incorporation. The officers and incorporators are D. S. Watrous, president, Lee Yount, B. S. Hoskins and P. A. Yount. Its capital stock is \$25,000.

The Perry Manufacturing Company of Little Rock has filed articles of incorporation, showing a capital stock of \$10,000. It is authorized to do a stave and heading business. Its officers and incorporators are J. C. Perry, president, M. T. Perry, H. A. Black and Dave Black.

The Malvern Lumber Company of Perla has put its sawmill back upon a six ten-hour day basis. For the past three months it has been running but fifty-four hours per week, and operating the band mill only. It intends to resume work with the resaw about March 1, which will bring the output up to full volume. The company operates a box factory as well as a hard and softwood mill.

The Moline Lumber Company, Malvern, Ark., has resumed sawing in its hardwood dimension mill after a two weeks' shutdown on account of high water.

All lumber manufacturers are experiencing a recent tightening in the car situation as the railroads have been unable to move cars into this part of the state from the East in anything like sufficient quantities. In many cases cars have been marooned by intervening washouts, while a great number of empties have been rushed to the overflowed and threatened areas for rescue and levee work.

The flood situation as affects this particular territory is a thing of the past. Repair work has been completed and the roads and bottoms are becoming a little more passable for teams and logging equipment. No great losses were sustained except in rare cases.

Veneer makers report a wealth of orders but a scarcity of logs, they are paying an advance of one dollar per thousand for logs but are handicapped by the past weather conditions in that few logs are being offered.

#### ——≺ MILWAUKEE ≻=

The Straits Lumber Company of Janesville, Wis., has been incorporated with a capital stock of \$1,100,000 by J. S. Fifield, George E. King and F. B. Farnsworth.

The Conway Veneered Door & Mantel Company of Milwaukee has incorporated under the name of the Conway Company and will specialize in the manufacture and sale of doors. The capital stock is placed at \$150,000 and the incorporators are Wilson J. Conway, William F. Crosby and George D. Gohl.

The Holt Lumber Company of Oconto, Wis., is preparing to open its sawmill about March 1, when employment will be given to about 150 men. The company's mill is now running nine hours a day and will be placed on a ten-hour-a-day shift within the near future. The Holt company is still hiring men for work in its logging camps.

The Wisconsin Land & Lumber Company of Hermansville, Mich., experienced a loss of nearly \$50,000 on February 13, when a serious fire broke out in its hardwood yards. The principal dry maple stock was not damaged, however, and there has been no interruption in the operation of the company's flooring factory and mills. There were more than 15,000,000 feet of lumber in the yards, valued at over \$300,000.

That the Chicago Lumbermen's Mutual Casualty Company paid a dividend of 25 per cent to Michigan policyholders in the loggers' and sawmill owners' classification, while to the same class of Wisconsin policyholders it paid only 10 per cent, was the principal development at the hearing held in Madison on February 16 before Insurance Commissioner Cleary upon the complaint of the John H. Kaiser Lumber Company of Eau Claire, and the Turtle Lake Lumber Company of Winchester, Wis., against the Chicago concern, asking that its Wisconsin license be revoked. Commissioner Cleary has taken the matter under advisement.

Joint rates on lumber from Wausau and Schofield, Wis., to points on the Soo Line, west and north of Junction City, have been established as the result of a complaint filed with the Wisconsin Railroad Commission by the Central Wisconsin Traffic Bureau. The new rates are three to seven cents lower per 100 pounds.

The Shawano Lumber Company of Shawano, Wis., has completed arrangements for operating its sawmill during the coming summer. Nearly 2,000,000 feet of logs will be purchased from C. W. Magee, who is logging at Lily.

A. C. Dodge, pioneer lumber dealer of Monroe, Wis., who had the distinction of having been engaged for fifty consecutive years in the lumber business in his city, died on February 14 at the age of eighty-one years. There were probably few Wisconsin dealers who were better known to the wholesale trade than was Mr. Dodge. He was born in Vermont in 1834 and settled in Monroe in 1854. He filled various offices in Monroe and served two terms in the Wisconsin legislature. He is survived by one son and one daughter.

The Schram Furniture Company of Oshkosh, Wis., which is preparing to move to Ladysmith, Wis., has practically completed the erection and equipping of its new plant in the latter city and it is expected that operations will begin at once.

E. H. Johnson of Chicago was the highest bidder for the bankrupt estate of the Racine Stool Manufacturing Company of Racine, Wis.,



BAND MILLS, ISOLA, MISS,

# Red Gum

A few items of bone dry stock which will interest you

3 cars 5/4 No. 1 Common Qtd. Red Gum 4 cars 6/4 No. 1 Common Qtd. Red Gum

1 car 8/4 FAS Qtd. Red Gum

10 cars 4 4 No. 1 Common Plain Red Gum

10 cars 5/4 No. 1 Common Plain Red Gum 2 cars 6/4 No. 1 Common Plain Red Gum

# Bellgrade Lumber Company

and Mills Gemphis, Tenn.

# ARCHER Lumber Co.

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Capital Stock \$250,000.00

# HARDWOOD LUMBER

Our Specialties:
Plain and Quarter-Sawed
Red and White Oak
Plain and Qtd. Red Gum

Helena, Arkansas

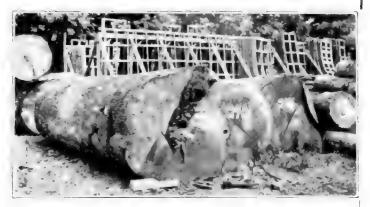
Specializing in Heavy Ash, Oak, Hickory and Thin Oak and Gum

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WHOLESALE Manufacturers and Exporters

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## The Hardwood Market

#### ≺ CHICAGO >=

for any hightly devergent and all local conditions but it is usually serveded that a servery loss to a rattle hesitancy about taking up They are still holding out in the the outlets on the court Aut expectation of a break, or are at least loath to tie up very much money in stocks on the present price basis. At the same time the stendying and represent of value is a second all woods and this upward trend has been more marked regarding hardwoods in the last couple of works than before becal man consistence express themselves as believing that this improvement is really just beginning and that the buying trade that qualifies in the wise class will have provided for future needs at an early date. While carload buyers are showing some hesitancy, contract buyers have placed a considerable number of orders locally at surprisingly high values. In fact, some of the prices secured by northern contract shippers are little short of astonishing, and yet, considering the broken condition of stocks, they are hardly out of reason.

With a very substantial gain in building permits for January over the preceding January, Chicago lumbermen are looking for moderate assistance in all kinds of construction as an outlet for big qualities of stock.

#### =**≺**`*BUFFALO* **≻**=

The hardwood trade shows a . remail improvement, and an increasing scarcity of dry stocks is causing a sharp advance in prices in some lines, while all lumber is now stronger than a short time ago. The prospect is for a strong market this spring. Firsts and seconds are showing the greatest strength, but it is expected that common lumber will soon participate. The yards are getting in-stocks to meet the demand which is expected to start up within the next few weeks.

Plain oak is in steady demand at firm prices. Thick maple is one of the leading sellers and large stocks of two inch and thicker have been shipped. It is reported that as much as \$10 to \$14 advance has recently occurred in some thicknesses of maple. Chestnut has been moving more actively than for a long time. Poplar has also been enjoying a larger trade and low grades are especially wanted, though upper grades are not being neglected. The types thale nows a little increase and prices

#### **=≺** PITTSBURGH **>**=

Things are a little off this more. Hardwoods are faring better than the pine in the matter of prices and especially of demand. Prices for low-grade hardwoods are going up gradually. High grade stocks are holding firm at list quotations. Business, on the whole, is not so good as in January and December. The tendency of the market is a waiting one, generally speaking. While purchasing agents have been putting in big orders for corporations, the manufacturing concerns and yards have been almost entirely out of the market the past month. This has reduced the total of lumber wanted and lumber sought so that the business in general Is not quite so flourishing as last month.

#### =**≺** BOSTON **>**==

Transportation conditions are till the most disturbing element in the New England hardwood market. While there are some routes getting stock through after prolonged detays, most of the commonly used lines are still declining shipments and failing to deliver those accepted. The recent big snow storm added considerably to the difficulties of the railroads and about the only favoral be point at present is the general belief that many of the embargoes will soon be removed. In addition to the effects of the shipping situation the market is influenced by the current construction reports of new work contracted for, exceeding last year by about thirty-five per cent. This is not an indication of a proportional increase in hardwood consumption at some part of this expanded business will be hardwood and the general activity evidenced will contribute materially to the demand for stock. It has become increasingly manifest to the dealers that the amount of lumber in first hands is relatively small. Producers are not expected to make large immediate gains in sawing; they have carried heavy stocks up to this period of great demand, but many doubtless believing as they do that the war is largely responsible for the current'shipments will hesitate to again tie up their capital until there is more certainty for the future. The present result of the several causes now operating is to bring about numerous very definite advances; none of these may be termed extreme (except on some war material) but the general application to many items is well established and the promise is for a maintenance if not an increase during the coming season.

#### ---≺ BALTIMORE ≻-

Some of the hardwood dealers and manufacturers state that the demand keeps up and their business is increasing, but others profess to see a holding back at least for the present, with the buyers in a state of doubt as to how far they should go in adding to their stocks. After a season of active interest in the offerings of the sellers, the buyers seem to have decided that they can afford to go slow at present, being probably influenced in this view by the belief that a shortage of supplies is no longer to be feared. Some of them, perhaps, also entertain the belief that the quotations have risen about as high as they are likely to go just now, and there is no need of going beyond the actual requirements of their business. It is to be said, however, that the best-informed members of the trade incline to the opinion that the hardwoods stand a very good chance of a further advance. On an average, the increase during the last six months is estimated at not more than \$2 per 1,000 feet, the additions being hardly more than 50 cents at a time, while some of the soft woods have been marked up \$5 and \$6. To be sure, the hardwoods did not suffer from depression to the extent of southern pine, for instance, but the generally higher prices realized on hardwoods make the advance very moderate, so that the probability of a further gain is by no means excluded. The bad weather of late with heavy snow in northern sections, and the floods elsewhere, have tended to an appreciable extent to interfere with distribution. Building and various other activities are not pursued with urgency, and the yards are therefore disposed to wait.

The foreign trade shows indications of picking up, the movement having increased appreciably during the last month or six weeks. Lumber in the foreign business has nothing to fear from a cessation of the war. No matter what branches may suffer a curtailment with the restoration of peace, hardwood requirements are almost certain to be augmented. for the reason that all of the countries now buying stocks hold down their needs to the lowest limits, taking care of the wants of the military authorities mostly and deferring all others. With the end of the war the other necessities will reassert themselves, stocks being very much depleted, and in addition the foreign markets now closed will be opened again. It can hardly fail, therefore, that hardwoods will be in strong request abroad, and this is an additional reason why the hardwood men can regard the outlook with confidence.

#### ==≺ COLUMBUS ≻=

The hardwood trade has ruled firm all along the line. Demand for all varieties is quite good and the volume of business has been considerable. Prospects for the future are bright.

The demand is pretty equally divided between retailers and factories. In fact the best feature for some time has been buying on the part of concerns making boxes, vehicles, automobiles and furniture. All those lines show improvement and consequently there is a better demand for stocks. Some of the purchasing agents are buying for future delivery, although the great bulk of the orders are for immediate shipment.

In the retail field dealers are now trying to stock up to be ready for the spring building season. Prospects for building are quite bright, judging from architects and contractors who are busy on plans for many new structures. The building activity is not confined to Columbus but includes cities and towns in central Ohio. Retailers' stocks are not large. Shipments are coming out promptly in spite of the growing car shortage. Collections are better all along the line.

Prices are well maintained at the levels which have prevailed for some time. All changes have been towards higher levels. Cutting in order to force trade is not often reported and the practice is gradually disappearing. Strength in the lower grades is especially prominent. Quartered oak is strong. Plain oak is firm and prices are unchanged. Poplar and basswood are in good demand. Ash is rather quiet. Chestnut is one of the strongest points in the market. Other hardwoods are unchanged.

#### ===**≺** CINCINNATI **>**=

A steadily strengthening market has been noted in the Cincinnati district all through February until a point now has been reached at the approach of early spring where the hardwood market is exhibiting great bouyancy and creating general satisfaction among the lumbermen. Especially is this true in the various woods used in the building trade. Floods throughout the Ohio and Mississippi valleys have hampered both cutting and shipping to a marked degree and have created a scarcity here of no

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# DRY HARD MAPLE

A Year or More Dry

The following desirable stock is ready to be shipped from our Buffalo yard:

190,000 4 4 No. 1 Com. '7,000 4 4 No. 2 Com. 70,000 5 4 No. 1 Com. 15,000 5/4 No. 2 Com. 60,000 6/4 No. 1 Com. 10,000 6 4 No. 2 Com. 140,000 8 4 No. 1 Com. 25,000 8 4 No. 2 Com. 10,000 3 No. 1 Com. 5,000 3 No. 2 Com. 40,000 4 No. 1 Com.

The Atlantic Lumber Co. 70 Kilby St., Boston, Mass.

## Swain-Roach Lumber Co.

Seymour, Indiana

#### Manufacturers of Indiana Hardwoods

TWO BAND MILLS 5 cars 4/4 Nos. 1 & 2 Quartered White Oak, 10 cars 4/4 Nos. 1 & 2 Plain Red Oak, 3 cars 4/4 Nos. 1 & 2 Plain White Oak, 1 car 6/4 No. 1 Common Plain Red Oak,

We carry a well assorted stock of all Hardwoods.



Dry Band Sawn Hardwoods for Prompt Shipment

15M 4/4 No. 1 Com. & Btr. Curly Birch 20M 4/4 No. 1 Com. & Btr. Urssel. Birch 30M 4/4 No. 1 Common Urssel. Birch 60V14 4 No. 2 Common Ursel. Birch 15M 6/4 No. 1 Com. & Btr. Ursel. Birch 20M 18 4 No. 1 Com. & Btr. Ursel. Birch 50M 18 No. 1 Com. & Btr. Ursel. Birch 50M 18 No. 3 Common Soft Maple 25M 5 4 No. 2 Com. & Btr. Hard Maple 1 4/4 No. 1 Com. & Btr. Basswood 5/4 No. 1 Com. & Btr. Basswood 6/4 No. 1 Com. & Btr. Basswood 6/4 No. 1 Com. & Btr. Basswood 6/1 No. 2 Com. & Btr. Back Elm. 1/4 No. 2 Com. & Btr. Black No. 1/4 No. 3 Common Soft Elm. 1/4 No. 3 Common Soft Elm. Arpin Hardwood Lumber Company, Atlanta, Wis.



# FARRIS HARDWOOD LUMBER CO. NASHVILLE, TENN.

### DUCAN LUMBER CO.

Manufacturers Hardwood Lumber TENNESSEE MEMPHIS

# BLISS-COOK OAK CO. BLISSVILLE, ARK.

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Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring. As Well As

#### OAK, ASH and GUM LUMBER

Can furnish anything in Oak, air dried or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

# **OUR SPECIALTY** St. Francis Basin Red Gum

WE MANUFACTURE

## Southern Hardwoods — Gum, Oak and Ash

J. H. Bonner & Sons

Mills and Office QUIGLEY, ARK. Posteffice and Telegraph Office, HETH, ARK.

# Baker-Matthews Mfg. Co.

SIKESTON, MO.

Plain Oak, Ash, Gum

Have ready to move a few cars of 2" and 3" No. 1 Common & Better Oak. either Red or White-Bone Dry.

RED GUM a Specialty

LET US QUOTE YOU PRICES

sees presentions. In some in . . the production has become so eror caside to conditioners

... that fave on tope ... conjections and judging from to proceed outside twill be seen to consider an be resumed on a lower by the mandatume of the dream but, rapidly and some to determine thing retored also that lowers to the inability of the and the lights delivery will be a section of this All this portends thore a tive hardwood market and a real trops now on through the ris suching cross and the control of the confug now will probably - trob, cheral to carry a we good market well into the summer the present lab begins The arts to be still higher hardwood quotation in the all trief as the considering serson advances, and at struct in general are loss, serwird to one of the most pros-

I a furniture factor's as us. To enough the leaders in hardwood on amption and their requests to a and sum are steadily gaining in column. One till commends to the and the supply is inadequate, about facts are covering the for the manufacturer to delve more and more into the red gain market. It can oak is moving in considerably larger volume than a couple over ago. The flood conditions have noted gain process in the district as every marked degree. The demand for the wood it will have een sufferent to cause its price to advance materially, out recently stocks here " ... come badly depleted.

Improvement has been noted a the local request for ash, the retail trade picking up quite nicely. Popuar and cottonwood are active and show more life as the season dyances. An excellent trade has been enjoyed by the dealers in birch and maple. Curley birch furniture again is becoming quite popular. The advance showing of local furniture dealers and manufacturers features home turnishings of birch quite prominently. Maple mooring is moving in better volume and is selling at a rate above normal for this season of the year. Prices in birch and maple are strengthening. The express market is not reflecting the vigor displayed throughout the hardwood list. Retailers are not displaying much energy in restocking. Some of the line yards are in the market pretty freely, but big orders for the most part are distributed among numerous lumbermen and the real effect upon the cypress market is nullified to a large extent. The country demand is featured by the smallness of the orders and the peremptory demands for quick delivery and the rapidity with which these country dealers repeat their light demands. indicates badly depleted stocks and something of a lack of confidence. Developments in the factory trade are shaping themselves slowly, with prices firm and a few advances, although the general condition of the cypress market does not warrant much of a gain.

#### =≺ INDIANAPOLIS **>**=

The prevailing belief among the retail lumber dealers is that there will be greater demands on the hardwood market this season than at any time in the last four or five years. Retailers declare that estimating in practically all lines of construction work is heavier than during the corresponding period of 1913 when Indianapolis established its record for volume of building activities. Many lumber dealers believe that 1916 may present even greater demands for hardwoods and lumber of all kinds. These predictions are of particular significance when considered with the announcement of the city building commissioner that the value of buildings contracted for during the first fifteen days of the current month was greater than all of the buildings for which permits were issued during February of last year. There has been a steady demand for hardwoods. Indiana hardwood manufacturers, especially the furniture manufacturers, are enjoying an unusual period of prosperity.

#### =≺ EVANSVILLE **>**==

The situation regarding both to wholesale and retail lumbermen in southern Indiana is one of encouragement and it is believed there will be a good spring demand for lumber. February, in spite of rains, snows, and inclement weather, has proved to be a very good month and many of the large mills have been operating on good time. Inquiries and orders have come in well and manufacturers say the outlook for future business could be no better. Collections are reported very good at this time. The crop outlook is promising. It is not believed that wheat in the lowlands has been seriously injured by the overflows. Prices on the best grades of hardwood lumber are holding firm and there is still a tendency to advance on certain items. The demand for all grades of oak lumber is strong and many of the other grades of hardwood are in better demand than they were two or three weeks ago. Manufacturers here report that there is still a scarcity of logs but this scarcity has not as yet interfered with the milling operations and it is not expected to. Walnut lumber is still slightly off, the bottom having dropped out of the market some time ago.

Building operations are active and things are shaping themselves for a busy spring. Architects are drawing a great many plans and contractors expect to be busy after the first of March; planing mills are active and in the main operating on full time. Railroads continue to buy ties in liberal quantities. Most of the wood consuming factories in Evansville continue to operate on full time. Trade in the South and Southwest remains good, according to reports received by the wood consuming plants in Evansville. Sash and door men report a nice picking up in

business during the past month.



GOOD LOGS MAKE GOOD LUMBER-TYPICAL LAMB-FISH LOG DUMP.

# LAMB-FISH LUMBER CO.

Band Mill and General Offices: Charleston, Miss., U. S. A.

THE LARGEST HARDWOOD MILL IN THE WORLD, ANNUAL CAPACITY, 40,000,000

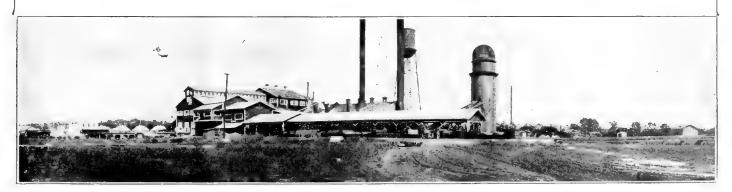
CABLE ADDRESS-"LAMB"

Codes Used-Universal, Hardwood, Western Union, A. B. C., 5th Edition, Okay

#### STOCK LIST, FEBRUARY, 1916:

	3 8"	1 '2"	5 8"	3/4"	4/4"	5/4"	6 4"	8 '4"	10 4"	12 4"
	.64,000	82,000	43,000	108,000	300,000	31,009	10,000	16,000		
1st & 2nd Qtd. White Oak, 10" & up		58,000	24,000	22,000	89,000	9,000				
1st & 2nd Qtd. White Oak, 12 to 14'						6,000				
No. 1 Common Qtd. White Oak, 4" & up.	-54,000	84,000	64,000	50,000	150,000	32,000	11,000	3,000		
No. 2 Common Qtd, White Oak, 3" & up	37,000	1,000	14,000	12,000	75,000	2,060				
Clear Qtd. White Oak Strips, 21/2 to 31/2"					42,000					
Clear Qtd. White Oak Strips, 4 to 41/2"					31,000					
Clear Qtd. White Oak Strips, 5 to 51/2"					27,090					
No. 1 Common Qtd, Oak Strips, 2 to 51g"					134,000					
1st & 2nd Plain White Oak, 6" & up	265,000		83,000		28,090	27,000	34,000	5,000		
No. 1 Common Plain White Oak, 4" & up		21,000			34,000			5,000		
	1,000	4,000	18,000	25,000	4,000	1,000	5,000	14,000		
No. 1 Common Plain Red Oak, 4" & up .					130,060					
No. 2 Common Plain Red Oak, 3" & up .			6,000	14,000	71,000	26.000	9,000			
1st & 2nds Red Gum, 6" & up	352,030	539,000	85,000	257,000		58,000	72,000	8,000		
No. 1 Common Red Gum, 4" & up	130,000	86,000		175,000		206,000	50,000			
Com. & Better Qtd. Red Gum, 4" & up							7,000	19,000		
		0.000			10,000				0.000	0.300
1s & 2s Sap Gum, 6" & up	23,000	3,000			4.000				8,000	6,000
1s & 2s Sap Gum, 13" & up					9,000					
1s & 2s Sap Gum, 18" & up			102 000		7,000		11000	*		
No. 1 Common Sap Gum, 4" & up		- 000	107,000				11 000	Lann		
No. 2 Common Sap Gum, 3" & up.		5,600	329,000		170.000			1,000		
No. 3 Common Sap Gum, 3" & up					150,000					
Clear Sap Gum Strips, 2½ to 5½"		•			14,000		•			
					44,000					
No. 1 Shop Cypress					54,000					
Log Run Elm					46,000					
No. 2 Common Elm					31,000					
No. 1 Common Tupelo					13,000					

Our FAS grade in plain sawn stock will average 10'' wide, No. 1 Common will average  $84'_2$  to  $94'_2$ ", both running 50% or better 14 and 16 ft. Facilities for kiln drying and surfacing. All orders entrusted to us are carefully executed.



GENERAL VIEW OF MAIN SAWMILL PLANT. Equipment two bands and four resaws. Daily ten-hour capacity 150,000 feet

# M. D. REEDER

## Hardwood Lumber

1501 Fisher Building, CHICAGO

PHONE HARRISON 2466

1 1 1 1 1 1 1 Comp. 1 Value V

# PLAIN and QUARTERED RED and WHITE OAK

#### EVEN COLOR SOFT TEXTURE



We have 35,000,000 feet dry stock—all of our own manu-facture, from our own timber grown in EASTERN KEN-TUCKY.

Oak Flooring

PROMPT SHIPMENTS

## THE MOWBRAY & ROBINSON CO., Inc.

WHOLESALE LUMBER MAIN YARD:

8th & Horn Sts., CINCINNATI, O. Quicksand Ky. Viper, Ky. Hombre, Ky.

Over

# One Million Dollars

in savings has been returned its members by the

## Manufacturing Lumbermen's Underwriters

and there remains to the credit of members over

### Nine Hundred Thousand Dollars

The membership, which is constantly increasing, is now composed of nearly four hundred and fifty of the best saw mill plants in the country. Insurance in force exceeds thirty-five million and nearly three million dollars has been paid in losses. If you have a first-class plant adequately protected and are interested in low cost fire insurance, correct policy forms, an inspection service which may save you from a disastrous fire, with the certainty of a prompt and equitable adjustment in case loss does occur, and wish a list of members and annual statement we will be glad to hear from you.

#### Rankin-Benedict Underwriting Co.

HARRY B. CLARK Western Representative Portland, Ore.

Attorney in Fact KANSAS CITY, MO.

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#### → MILWAUKEE >=

A territory of the white as experienced in Minwaskes and at citiens points over the later of englight a Lendrep in securing enough took from the relection of the formula tenders of the file derived for each last centification the supply. Efforts are wing much by to Mawanker Chamber of Commerce and the Merchants and Manufact or Association, through their traffic departments, to relieve the sit about a urging shippers to load cars to tal, espacify and not to delay the executated empty cars. The present scarcity of cars is proving to strong argument for wholesalers who are endovering to provide a province with the fact that they should place their orders for stock or or the hortage occobes any note acute,

There shows received all over Wisconsin during the past week himdered legging operations for the collect all was especially heavy in the vicinity of Superior and of an northern points. The logging season, taken as a winde, however the control the most successful experienced by Wisconsin lumberwey, and oragers in several years and it is anticipated that the logging cost at will show a decided gain over that of the previous season. The construction has improved to such an extent during the past few months that loggers and lumbermen have felt justified in cutting more timber than had been planned earlier in the season. The cut of hardwood will be particularly heavy.

The local hardwood oisiness, showing steady improvement, with the demand from hardwood consuming industries the leading feature. The furniture and chair counts there are meeting with a brisk business and are placing some good orders for oak, birch and maple. The farm raphesent concerns are bookits, o ward to a busy season and are buying stock for the purpose of increasing their output. Sash and door manufacturers are still buying conservatively, but lumbermen are expecting a big business from this source of rom the season. The box factories are buying well. The railroads have been in the market for considerable stock of late as a result of the increased activity in repairing old cars and building new equipment.

Stocks of northern bardwoods are leing depleted and, in view of the mereasing depend, prices are strong in upward tendency. Most northeth glades are 82 to 83 higher) on was the case some time ago. Birch and outleare particularly sea — although basswood, with the exception of cull stocks, is also hard to get. No. 1 oak is strong, due partly to the fact that the weather in the South has held up shipments.

#### -----≺ GLASGOW **>**--

been transacted and there is a marked improvement in enquiries. the two new Considers, and with perhaps more mercantile tennage in view, there is every reason to anticipate a cauch longed for expansion in the demands from shippards. Spruce deals still form the attractive feature of the market, the demand being well maintained, notwithstanding the rapid rise in values. Consignments coming forward are proving inadequate for requirements. Prices are still soaring upward, and there is no saying to what height they may attain. Third and fourth qualities of pine still attract attention, but little demand is much to the better the et deals and sidings.

Of pitch pine logs and deals there is now very little in the market, but what small stock there remains is being held for high prices. A few shipments of American hardwood are lying on the quay awaiting removal, and buying to a fair extent is taking place. It is apparent that prices to hardwoods and the higher than it prices quoted for stocks on the quiverse towards now do not give an example what will be required to be paid for stocks being imported shortly at the new high rates of freight.

Great difficulty still exists in getting goods removed at present from the quay. Horses and men cannot be secured, and even facilities for haulage by motor forries cannot be secured. Wagons cannot be had at the railway stations, and all experienced in handling traffic.

# Advertisers' Directory

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Sullivan, T., & Co	Galloway-Pease Company 7.37	Roddis Veneer and Lumber Co 57 Sauders & Egbert Company 15	LUMBER INSURANCE.
Sullivan, T., & Co	Galloway-Pease Company 7.37 Hitt, H. H., Lumber Company 7 Huddleston-Marsh Mahogany Co 37	Sanders & Egbert Company 15 Stimson Veneer & Lumber Co 46 St. Louis Basket & Box Co 43	LUMBER INSURANCE,  Central Manufacturers' Mut. Ins.  Company
Tegge Lumber Co 47	Hitt, H. H., Lumber Company 7 Huddleston-Marsh Mahogany Co 37 Jones, G. W., Lumber Co 11	Sauders & Egbert Company	Central Manufacturers' Mut. Ins. Company
Tegge Lumber Co	Hitt, H. H., Lumber Company 7 Huddleston-Marsh Mahogany Co 37	Sanders & Egbert Company	Central Manufacturers' Mut. Ins. Company
Tegge Lumber Co.         47           Upham & Agler.         11           Vail Cooperage Company.         4           Von Platen Lumber Company.         59	Hitt, H. H., Lumber Company 7 Huddleston-Marsh Mahogany Co 37 Jones, G. W., Lumber Co 11 Kerns, Geo. F., Lumber Co 11 Kraetzer-Cured Lumber Co 2 Lamb-Fish Lumber Company 7.49	Sanders & Egbert Company	Central Manufacturers' Mut. Ins. Company
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# HARDWOODS FOR SALE

#### LUMBER

#### ASH

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#### **CHERRY**

YEAGER LUMBER CO. INC. BIT.

#### **CHESTNUT**

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#### SOUND WORMY, AS THE RESERVE OF THE PROPERTY OF COTTONWOOD

BOX BOARDS, 4.4% 9 to 12" wolld. IS BANKER-MATTH HAS LESS TO A BOARD WOOD LUMBER CO. P. S. VIN & LBR. CO., Memphis, Tenn.

#### **CYPRESS**

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#### ELM-SOFT

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NO ST. A BTR. M. D. RELDER, I. 100 Ray

#### ELM-ROCK

NO. 2 & BTR., 5.4", ran widths, 18 mos. dry, Greating HATTEN LUMBER CO., New London Wis.

#### GUM—SAP

EAKER-MATTHEWS MFG, CO., Sikeston, Mo.
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A NEST NEEDS CO. C. no. 1, https://doi.org/10.1009/10.
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L.Co., co. Bur Chair Try
COM. A. BTR., the transfer and and some se-
to 10 mos. dry. LOUISVILLE VENEER MILLS,
Louisville, Ky,

#### **GUM—PLAIN RED**

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#### **GUM-OUARTERED RED**

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12 mas dry. LOUISVILLE VENEER MILLS, Longville, Ky

#### GUM-QUARTERED BLACK

NO 1 C. & RTR., 44" RELLGRADE LINE PER COMPANY, Memphis, Tenn.

#### **HACKBERRY**

NO. 2 C & BTR., 14", 6 mas r. H. B. LANKS LUMBER CO., Calro, III LOG RUN, 64" 12 to 16', GEO C. BROWN co., Memphis, Tenn.

#### **HICKORY**

NO 1 C & BTR., 6 1 & S.3" Lyr dry DDR-, ND & LBE CO Chicago, II' 106 RUN, 84" C & opt 7 mes rry MOW-co, to B.NSON CO, Cheimart, O LOG RUN, 64", 14 mos. dry. WILLSON BLOS, LBR. CO., Pittsburgh, Pa.

#### MAPLE—HARD

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#### MAPLE—SOFT

NO. 'A BTR., 14', ran withs 1 yr dry, HALL TINBELLO New Foreign Wig-FAS, 84', 6'' & up, 2 yrs, dry, YEAGER LUM-

#### OAK-PLAIN RED

MI grades, 14 54 54 8 1 A 1247 8 mos dry
Sikeston, Mo.
NO. 2 C. & BTR., 3 4 & 4 4". BELLGRADI
LUMBER CO., Cairo, III.
INCL FOR INC. Cate Great B
1 15, 5 4 5 4 5 4 8 8 4 . 12 to 16 NOS 1 &
C., 3.4. 4.4. 5.4 & 8.4", 12 to 16' long, GEO
NO 1 C. A BTR., II A 54" BUFFALO HARDWOOD IUMBER CO., Buffalo, N. Y.
4" & pp. 18 mos. dry. F. M. CUTSINGER
NO. 1 C. & NO. 2 C., 44 & 54" 1 vr dry
DERMOTT LAND & LBR. CO., Chicago, Ill. NO   C., 5   GHO, F. KERNS LUMBER CO., Chicago, Ill.
NO. 1 C., 4 4", 4" & up, 40% 14 & 16', 5 to a
5 to 5 mas dev. LIDEDTY HADDWOOD THE

5 to 8 mos. dry. LIBERTY HARDWOOD LUMBER CO. Big Creek, Tex. COM. & BTR., 4.4", ran. wdths. and lgths. vrs. dry. LOUISVILLE VENEER MILLS. NO. 1 C. & NO. 2 C. 4.4", 25% 14 & 16'. NORMAN I SHER CO. Legissit Kr. NO. 1 C. 5.4". E. R. SPOTSWOOD & SON, Lexington, Ky. 

NO. 2 C. & BTR., 44 to 84". W. R. WILLETT

#### OAK-QUARTERED RED

NO. 1 C & BTR., 4 4 1 yr dry, band sawn, BANER MATTHEWS MFG. CO., Sikeston, Mo. NO. 1 A 2 C., 1 1 1 4 A 5 47 12 a 167 long. GEO. C. BROWN & CO., Memphis, Tenn. NO. 1 C., 4 1 1 2 A 5 4 A 5 4 7 12 a 167 long. NO. 1 C. 4 BTR., 5 4 & 6 47. GEO. F. KERNS LYMBER CO., Chicago, III.

COM. & BTR., 4 47. ran. wdths. and lgths., 1 COM: SVILLE VENEER MILLS Leonsville, Ky.

NO. 1 C., 4 47. 47. & up. 4 mos. dry. STIM-SON, 1 C.,

OAK-PLAIN WHITE 

COM. & BIR., 44", ran, wdths, and lgths, 2 res. dry. Louisville Veneer Mills, outsylle Veneer Mills, No. 1 C., 44". E. R. SPOTSWOOD & SON, exhipten. Ky Lexington, Ky
FAS, 18 6 & .p. S mos dry, FAS, 44", 6"
& up. 1 yr. dry, STIMSON VEN, & LBR, CO.,
Memph. Tenn
NO. 2 & BTR., 44 to 124", W. R. WILLETT
LUMBER, CO., Louisville, Ky.

# HARDWOODS FOR SALE

#### OAK—QUARTERED WHITE

NO. 2 C. & BTR. 4 4 to \$ 4". BELLGRADE LUMBER CO., Memphis, Tenn. FAS, 4, 4", 12 to 16 long; NOS. 1 & 2 C., 4 4 & 54", 12 to 16 long; GEO C. BROWN & CO., Memphis, Tenn. NO. 1 C. & BTR, BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y. NO. 1 C., 4 4 & 5 4", 4" & up. 1 yr. dry. F. M. CUTSINGER, Evansville, Ind. COM. & BTR, 5/8-4/4", ran, wdths, and lgths., 8 to 10 mos. dry. LOUISVILLE VENEER MILLS. Louisville, Ky.

COM. & BTR., 5/8-4/4", ran. wdths, and lgths., 8 to 10 mos. dry. LOUISVILLE VENEER MILLS. Louisville, Ky.

FAS. 4/4", 6" & up, 8 mos. dry; NO, 1 C., 4/4", 4" & up, 7 mos. dry. MOWBRAY & ROBINSON CO., Cincinnati, 0.

CLEAR STRIPS, 4 4", 2½ to 3½; 4 to 4½; and 5 to 5½,", all 8 mos. dry; NO, 1 C. STRIPS, 4/4", 2½ to 3½; 4 to 4½; ANO, 1 C., 3/8, 1/2, 5/8 & 3/4", 1 yr. dry; NO, 1 C., 6 4", 1 yr. dry, NO, 1 C. & BTR. BACK-LY, 6" & up wide. NICK-EY RROS., INC. Membris, Trun

FAS. 4/4"; COM. & BTR., 124"; E. R. SPOTS-WOOD & SON, Lexington, Ky.

FAS. 1/2 & 3,4", 6" up, 1 yr. dry; NO, 1 C., 1/2", 4" & up, 5 mos. dry; STIMSON VENEER & LUMBER CO., Memphis, Trun.

Tenn. NO. 2 & BTR., 4/4 to 6'4". W. R. WILLETT LUMBER CO., Louisville, Ky.

#### OAK-MISCELLANEOUS

NO. 2 & BTR., 4'4", over-flowed-cleaned, 6 tos. dry. H. B. BLANKS LUMBER CO., Cairo,

III.

NO. 1 C. & BTR. SOUND WORMY, 4'4", 1 yr.
dry, DERMOTT LAND & LBR. CO., Chicago, III.

NOS. 2 & 3 (Wisconsin), 4/4", ran. wdths., 2
yrs. dry, HATTEN LUMBER CO., New London,

NOS. 2 & 3 VINDER CO., New London, Wis.

NO. 1 C., PLAIN, 4/4". GEO. F. KERNS LUMBER CO., Chicago, Ill.

SOUND WORMY, 4/4", 4" & up. 6 mos. dry.

MOWBRAY & ROBINSON CO., Cincinnati, O.,

NOS. 2 & 3 C. 5 4", SOUND WORMY, 4 4".

WHITE BILL STUFF, 3x6" & up. RED BILL STUFF, 3x6" & up. MILL CULLS 4 4". E. R. SPOTSWOOD & SON, Lexington, Ky.

WHITE BILLS & CAR STOCK, cut to order.

W. R. WILLETT LUMBER CO., Louisville, Ky.

NO. 2 & BTR., 4'4", 10 mos. dry. WILLSON BROS. LBR. CO., Pittsburgh, Pa.

#### **POPLAR**

SAPS, 44", 3 to 4 mos, dry. CLARENCE BOYLE, INC., Chicago, Ill.

COM. & BTR., 5'8 & 4'4", ran. wdths. and leths., 6 to 8 mos, dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

NO, 1 C., QTD., 44", 4" & up. 9 mos, dry.

MOWBRAY & ROBINSON CO., Cincinnati, O.

FAS 4/4", 14" & up. 50% 14 & 16': NO. 1 C. 44, 50', 514 & 16': NO. 3 C. 6.4', 50', 514 & 16': NO. 2 C. 6.4', 50', 514 & 16'. NO. 3 C. 6.4', 50', 51

#### **SYCAMORE**

LOG RUN, m. c. o., 4/4", 40% 14 & 16', 11 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Tex.

#### WALNUT

NO. 1 C., 44", 4" & up. 1 yr. dry. F. M. CUTSINGER, Evansville, Ind. COM. & BTR., 4/4", ran. wdths. and lgths.. 6 to 8 mos. dry. LOUISVILLE VENEER MILLS. Louisville, Ky.

#### **FLOORING**

BEECH—CLEAR, SEL. & FCTY., 13/16x2<sup>14</sup>". RED OAK—SEL., 13/16x1<sup>1</sup>/<sub>6</sub>" and 13/16x2<sup>21</sup>; WHITE OAK—SEL., 13/16x1<sup>1</sup>/<sub>4</sub>" and 13/16x2". THE T. WILCE COMPANY, Chicago, Ill.

#### DIMENSION LUMBER

#### **ASH**

CLEAR, 174x134-26", 8 mos. dry; 212x212-26", 10 mos. dry; 112x122-12 to 26", 4 mos. dry. PROBST LUMBER COMPANY, Cincinnati, O.

#### OAK-PLAIN

CLEAR, 11; x11; -19 & 36", 3 mos. dry; CLEAR 1 FACE, lai' & wider, 17' long, 4 mos. dry. PROBST LUMBER COMPANY, Cincinnati, O.

#### OAK—QUARTERED WHITE

CLEAR 1 FACE, 1x4" & wider, 42 & 46" long; 1x4" & wider, 31" long; 1x4" & wider, 31" long; 1x4" & wider, 31" long; 1x4" & wider, 22 & 25" long, all 1 yr. dry. PROBST LUMBER COMPANY, Cincinnati, O.

#### WALNUT

SQUARES & DIM. LBR., 117 to 212" sq., 8 to "long, ready for immediate shipment. PICK EL WALNUT COMPANY, St. Louis, Mo.

#### VENEER—FACE

#### ASH

LOG RUN up to 1/8" inc., 12" & up, 5 to 8'. BIRDS EYE VENEER CO., Escanaba, Mich. No. 1, 1/12", 8 to 28" wd., 20" is, rty. MIS-SISSIPPI VENEER & LUMBER CO., Cedars,

#### BIRCH

LOG RUN up to 1/8" inc., 12" & up, 5 to 8'; DOOR STOCK 1/8", cut to dimension as desired. BIRDS EYE VENEER CO., Escanaba, Mich. LOG RUN 1/20, 1/16 & 1/12" up to 86" long. WISCONSIN SEATING CO., New London, Wis.

#### ELM

RTY. CUT. STIMSON VEN. & LBR. CO., Memphis, Tenn.
1.0G RUN 1/20, 1/16 & 1/12" up to 86" long.
WISCONSIN SEATING CO., New London, Wis.

#### GUM

QTD., FIG'D., any thickness. LOUISVILLE VENEER MILLS. Louisville, Ky.

SEL. RED, No. 1, 1/12", 8 to 28" wd., 42 to 46" long, highly fig., rty.; No. 2, ½", 5½" wd., 82 & 86" long, stile ven.; UNSEL, No. 1, 1/12", 8 to 28" wd., 20" long, rty.; No. 1, ½", 5½" wd., 82 & 86" long, stile ven., No. 1, ½", 5½" wd., 82 & 86" long, stile ven., No. 1, ½", 5½" to 14½" wd., 17 to 29" long, rty.; RED, No. 1, 1/12", 8 to 20" wd., 20" long, rty. MISSISSIPPI VENEER & LUMBER COMPANY, Cedars Miss.

RTY. CUT. STIMSON VEN. & LBR. CO., Memphis, Tenn.

#### MAPLE

BEYE, 1/28", 12" & up wd., 5 to 8' long in sheets, also cut to dimension as desired. BIRDS EYE VENEER CO., Escanaba, Mich.

#### MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

#### OAK-PLAIN

LOG RUN up to 1/8" inc., 12" and up, 5 to 8': DOOR STOCK 1/8" cut to dimension as desired, BIRDS EYE VENEER CO., Escanaba, Mich.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
No. 1, red. 1/12", 8 to 28" wd., 20" long, rty.;
No. 1, red. 1/1", 5½" to 14½" wd., 7 to 29" long, rty.; No. 2, red. ½", 5½" wd., 82 to 86" lg., stile ven. MISSISSIPPI VENEER & LUMBER COMPANY, Cedars, Miss.
RTY. CUT. STIMSON VEN. & LBR. CO., Memphis, Ten.
1.0G RUN 1/20, 1/16 & 1/12" up to 86". WISCONSIN SEATING COMPANY, New London, Wis.

#### OAK—QUARTERED

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky

#### **WALNUT**

ANY thickness, LOUISVILLE VENEER MILLS, Louisville, Kv. SI.D. & RTY. CIT., PL. & FIG. PICKREL WALNUT COMPANY, St. Louis, Mo.

#### CROSSBANDING AND **BACKING**

#### BIRCH

1'28", 1'24", 1/20", 1/16", 12" & up. 5 to 8', also cut to dimension as desired. BIRDS-EYE VE-NEER CO., Escanaba, Mich.

#### **GUM**

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

#### MAPLE

1 28", 1'24", 1'20", 1'16", 12" & up. 5 to 8', also cut to dimension as desired. BIRDS-EYE VENEER CO., Escanaba, Mich.

#### **POPLAR**

 $\mathbf{ANY}$  thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

#### PANELS AND TOPS

#### **BIRCH**

3 PLY, good 1 and 2 sides, 1250 pieces ¼ x 24 x 72"; 986 pieces ¼ x 30 x 72"; 346 pieces ¼ x 36 x 60"; 260 pieces ¼ x 30 x 60"; 154 pieces ¼ x 18 x 72", WISCONSIN SEATING CO., New London, Wis.

#### **GUM**

QTD. FIG. any thickness LOUISVILLE VENEER MILLS, Louisville, Ky.

#### MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS.

#### OAK

ANY thickness. LOUISVILLE VENEER MILLS. ANY thickness. LOUISVILLE VENEER MILES, Louisville, Kv. 5 PLY, white oak 2 sides, 20 pieces \$\frac{5}{5} \times 117 x 60"; 5 PLY, red oak 2 sides, 234 pieces \$\frac{3}{5} \times 24 x 72"; 3 PLY, red oak 2 sides, 28 pieces \$\frac{3}{5} \times 24 x 72"; 3 PLY, red oak 2 sides, 28 pieces \$\frac{3}{5} \times 24 x 72"; 3 PLY, red oak 2 sides, 28 pieces \$\frac{3}{5} \times 24 x 72"; MISCONSIN SEATING COMPANY, New London, Wis.

#### WALNUT

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

# CLASSIFIED ADVERTISEMENTS

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#### EMPLOYMENT WANTED

#### POSITION WANTED

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#### **EMPLOYES WANTED**

#### WANTED

A five fordwood solesman with a costast, to trade in Indiana, Mishegan and Otac TPLANIC GENANING Community O

#### LOGS WANTED

#### WANTED-WALNUT LOGS

SANDERS & LOBERT COMPANY, Geslan, Dot-

#### WANTED-BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Oble.

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#### WANTED-DIMENSION OAK

Plain and Quartered. Write us for specifications and prices. INDIANA QUARTERED OAK CO., 52 Vanderbilt Ave., New York, N. Y.

#### TIMBER LANDS WANTED

#### THOROUGHLY RESPONSIBLE PUR-CHASER

With ample means will pay cash for tracts (2,000 acres and up) of virgin pine, cypress, and hard weed timber; and sowned in fee—in the southern and southeastern states.

We are not brokers, commission men or factor but actual buyers, and all propositions submitted will be regarded in confidence.

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#### LUMBER FOR SALE

#### FOR SALE BLACK WALNUT LOGS

The RMAN Is a second of the

#### FOR SALE HARDWOOD LUMBER

Woodworking Co. Land II. 1

#### **LUMBER WANTED**

#### WANTED DURING 1916

#### MACHINERY FOR SALE

#### BAND MILL, ETC.

Allas Chairrers No. 3 Band Mill; 30 Carriage . 12" Shot Gun feed; Shob shasher; Live rolls, etc. Under no years; in splendid condition; was sell cheap. RELIANCE EQUIPMENT CO., INC., Medic, Ala

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#### TIMBER ESTIMATING

 $T_{\rm inhor}$  estimates, reports, maps, surveys and logging plans.

T. J. McDONALD, East Tennessee Bank Bldg. Knoxville, Tennessee.

#### **BUSINESS OPPORTUNITIES**

#### OPENING FOR WHOLESALE YARD

Louisville yard excellent layout, about 200x 425' switch entire length on B. & O., Monon & S. athern tracks will arranged, no trans required and inexpensive to operate. Also excellent factory site. KENTUCKY-INDIANA HARD WOOD CO., Louisville, Ky.

#### FOR SALE

to to 20 years' hardwood stumpage for tumber, dimension and chair back mill; also sawmills and logging equipment. Terms to responsible parties.

dress BOX 486, Palestine, Texas.

#### FOR SALE-SAWMILL AND TIMBER

Circular mill 25,000 feet capacity. Locomotive skidder and loader and all appliances. About 6,000,000 feet timber. Hardwoods—Oak, Ash and Gum. Other timber can be bought. For particulars apply to A. S. BACON & SONS. Savannah, Ga.

#### VENEERS FOR SALE 1

#### FOR SALE-ROTARY CUT RED OAK-

#" Veneer, cut in squares ranging from 14x14 to 23x23". Address "BOX 10," care Hardwood

Swage your CHISEL and SOLID TOOTH CIRCULAR, your BAND, GANG and CYLINDER SAWS with the

#### "SIMPLEX"

The CLY N in 1 Roler Die Swage made WHITE FOR PRICES

The Peter Gerlach Company, CLEVELAND, SIXTH CITY

# If you want to get in touch with 3000 Live Wire Buyers of Hardwoods

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#### BULLETIN SERVICE

One man, who uses the service gaves it credit for earning annually \$10,000 for him.

Write for pamphlet—

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#### HARDWOOD RECORD

(Bulletin Dept.)

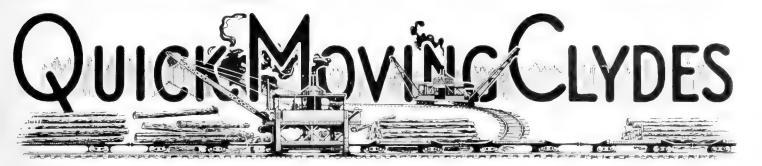
537 So. Dearborn St., CHICAGO



Merritt Manufacturing Company

Makers of Veneer Machinery

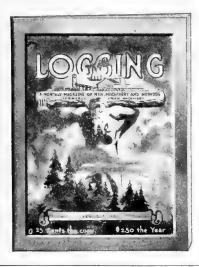






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In this connection it is interesting to note that of the total membership of the greatest and most progressive organization of manufacturing lumbermen in the world—the Southern Pine Association—more than seventy-five per cent own and operate Quick-Moving Clydes. We are proud of the part our machines have been permitted to play in upbuilding efficiency in the logging end of this great industry; to further which development we have dedicated our monthly magazine of men, machinery and methods known formerly as "Steam Machinery" and since the first of 1915 as "LOGGING." Many of those who read this are readers also of LOGGING. Others are invited to send for a sample copy.



# Clyde Iron Works

Head Office and Factory Duluth, Minn., U. S. A.

Branches in New Orleans, Savannah, Houston, Chicago, Memphis, Portland, Seattle & London, Eng.

#### Kiln-Dried Oak

· · La 2 Pl m Rollar .. v Windshitz Allendary 

National certificate after stock is kiln-dried

#### · Air-Dried

· : L& 2 Plan Rol and W1 · oak . . 1 & 2 Quartered White or h.

4 4 No. 1 Common Quartered White Oak 6" & wider

5 4 1 & 2 Quartered White Oak

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5 4 No. 1 Common Plain Red Oak

4 4 No. 1 Common Red Gum

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NASHVILLE

**TENNESSEE** 

# We Want to Buy

1.4 and spiles 41, 48" 4" long, clear 1 tace, 2 and and 2.4 he Operatored White Oak Let and wider 43" as 1 " long clear 1 race, Quartered White Oak 2 Charatte 2 color 1x1 48"..... Clear Maple, Beech and Birch 1 x1 C and 8 Clear Rock Elm 

 2x2—24"
 Clear Red Oak

 2x2—27"
 Clear Red Oak

#### THE PROBST LUMBER CO. CINCINNATI, OHIO

We specialize in all kinds of Dimension, write us for list of other stock we want

# COLFAX **Hardwood Lumber** Company

MANUFACTURERS OF

BAND SAWN

Oak Ash Cypress Gum

COLFAX, LOUISIANA

GRAND PARISH LOCATED ON L., R. & N. CO.

# Ready to Move

A complete stock of Ash, Basswood, Birch, Maple and Elm, consisting principally as follows:

Elm, consisting principally
250 000′ 4 4 No 2 Com &
Better Ash
22,000′ 5 4 No 2 Com &
Retter Ash
18 000′ 8 1 No 2 Com &
Better Ash
150 000′ 4 4 No 1 Com &
Store Basswood
88,000′ 4 1 No 2 & 3 com
000′ 8 1 No 2 Com &
Better Birch
150,000′ 5 4 No 2 Com &
Better Birch
150,000′ 5 4 No 2 Com &
Better Birch
150,000′ 5 4 No 2 Com &
Better Birch | 100,000' | 5-4 | No. 2 | Com. & Better Rack Elm | 350,000' | 4 | No. 2 | Com. & Better Soft Elm | 75,000' | 64 | No. 2 | Com. & Better Soft Elm | 50,000' | 84 | No. 2 | Com. & Better Soft Elm | 500,000' | 84 | No. 2 | Com. & Better Soft Elm | 500,000' | 44 | No. 2 | Com. & Better Soft Elm | 500,000' | 44 | No. 2 | Com. & Better Hard Mank Better Soft Elm
500,000° 44 No 2 Com. &
Better Hard Maple
150,000° 64 No. 2 Com. &
Better Hard Maple
22,000° 12 4 No 2 Com. &
Better Hard Maple
200,000° 4 3 No 2 Com. &
Better Soft Maple

Write us for delivered prices

If you see nothing in the above that interests you, write us anyway. We may have it, as the above is not a complete stock list.

Write us for prices on CRATING AND BOX LUMBER

HATTEN LUMBER NEW LONDON, WIS.

# VENEERS AND PANELS

# Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS. VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

# Rotary Veneers

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Cottonwood, Gum Other Arkansas Hardwoods

We have had many years' experience in the proper manufacture and handling of this stock and are sure of ourselves and our product.

# Helena Veneer Co.

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That prosperity you've been pulling for that we've all been hoping for, has arrived. It isn't a monopoly—there's enough to go around.

# Wisconsin Seating Co.

Those jim dandy 3 ply and 5 ply panels, that to know is to use and praise, will help you get vour share. In all the woods. Connect up with real quality now.

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WISCONSIN SEATING CO. **NEW LONDON** 

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VENEERED PANELS DESK TOPS TABLE TOPS FLUSH VENEERED DOORS WAINSCOTING BENT WORK

SAW MILLS AT PARK FALLS, WIS

# Geo. L. Waetjen & Co.

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Our large stock of

# PANELS AND VENEERS

at all times assures the consumer of immediate shipments

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"Ideal" Burn- Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

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I. Stephenson Co., Trustees

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# Strable Lumber & Salt Co.

Manufacturers of

Hardwood Lumber

AND

Maple Flooring

SAGINAW, **MICHIGAN** 

# "Chief Brand" Maple and Beech Flooring

in 1, 1 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

# Kerry & Hanson Flooring Co.

We are members of the Maple Flooring Manufacturers' Association

#### EAST JORDAN LUMBER CO. EAST JORDAN, MICHIGAN

We Offer for Prompt Shipment:

15M 1x7" up No. 1 Common & Better Maple.

18M 4 4 No. 1 Common & Better Quartered Maple.

200M 4/4 Full Log Run Beech.

50M 4/4 Full Log Run Birch.

50M 4, 4 No. 3 Common Birch,

Write for prices

**FULL THICKNESS** 

BAND SAWN

QUICK SHIPMENT

## VON PLATEN LUMBER COMPANY

Iron Mountain, Mich.

Have following stock at Iron

Mountain, car shipments:

500 M ft...dry 4.4 No. 1 and 2 Common Maple

100 M ft...dry 5.4 No. 1 and 2 Common Maple

100 M ft......dr. 6.4 No. 3 Common Maple

200 M ft......dry 4.4 No. 3 Common Maple

# BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm, Brown Ash, Red Oak and Hardwood Lath.

Birch Dimension Stock Cut to Sizes

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S. L. EASTMAN FLOORING CO.

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White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring

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Specialties:

Oak, Ash and Poplar

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T. SULLIVAN & CO.

Hardwoods

Ash and Elm

NIAGARA — CORNER ARTHUR

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

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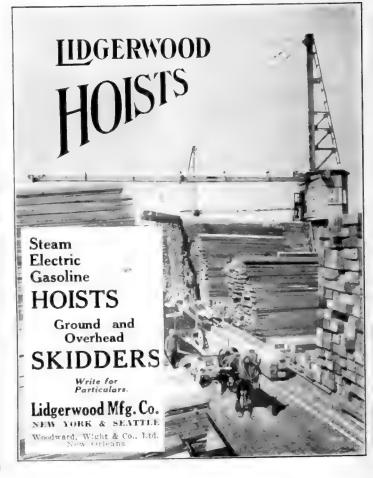
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It rounds end of handle and hore to "I hade in other end automatically at same time. Capacity, 45,000 handles in ten hours. All the operator has to do is to keep the handles fed to the machine. Used by the largest producers. Write for details and price.

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A Complete Assortment Gross Piled and End Piled Winter Sawn White

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Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

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INCORPORATED

Sales Department, Cadillac, Michigan

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No. 3 Common Hardwoods

We can furnish No. 3 Common Maple and Beech, random lengths, as follows:

1x4	1x 8
1x5	1x 9
1x6	1x10
1x7	1x11 & wider

The stock is mixed Maple and Beech but

runs largely Maple

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Plain Red Oak

Stop! Look and Read!

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of all kinds manufactured from our own Timber in

OAK, GUM
WHITE ASH, YELLOW PINE AND
BIRCH

Will pay you to get our prices. If interested, write us and we will do the rest.



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Black Walnut Tennessee Red Cedar Poplar

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PLAIN AND OUARTERED RED AND WHITE

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High Grades

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We KNOW HOW to grade it right AND WE DO IT

Why not get our prices?

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9 to 12-inch and 13 to 17-inch

Some 6.4 Quartered White Oak

The quality and price of this stock truly merits your inquiry

D. H. Hall Lumber Co.

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Save Time Save Labor Save Waste

We solicit your inquiries for Chair Posts and Rockers band sawed to pattern, Table Legs, Table Tops, Seat Stock, or anything in special cut Chair or Furniture Dimension.

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you'd not only want the service yourself, but you'd have it. Let us tell you about it.

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MAPLE

1,000,000 ft............5/4 No. 3 Common

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# Maple and Beach FLOORING

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Write for Prices

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Regardless of the elements—of high water—of too much snow—of too little snow—or of any other phenomenon, OAK is one wood you can always get.

While its range of growth is so wide that there is an unending selection of grain, texture, color and figure, it attains the same dependable strength, the same ease of working, the same reliability in drying in all its habitats.

Mr. Woodworker, talk OAK to your trade:

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Because its price is never exorbitant (you can get more "class" with OAK for less money than with any other wood);

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Because its supply is constant and will not be exhausted—OAK is a known quantity.

Remember that OAK's consistent stability does not indicate that it is standing still. OAK is unequalled in lending itself to all changes in styles, patterns and finishes. OAK manufacturers are always ready to serve woodworkers in solving any problems occasioned by changing ideas of the public.

If you want any help, write

# Any Manufacturer on the Opposite Page

or

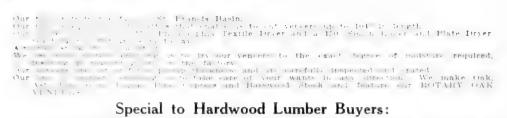
Oak Information Bureau, 707 Ellsworth Building, Chicago

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Special to Hardwood Lumber Buyers:

We have 45000000 feet of Hardwood Lumber on sticks at Brasfield, Ark,-not in the flood district.

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Most people associate rather plain appearance with walnut. Much walnut shows little figure, and the plain veneers have many admirers. But occasionally it is possible to locate a tree which contains figured wood of the most wonderful variety, equaling if not surpassing Circassian walnut. This company is among the few concerns which is able to produce veneers of this character, by virtue of having the facilities to locate and exploit the timber. If you would like a more definite suggestion of their possibilities for your work, ask us to submit samples. We think we can promise you an agreeable surprise.

We Are Exclusively in the WALNUT Lumber and Veneer Business, and Can Give You Service Which Is the Result of Thirty Years' Specialization

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In order to give our customers the different color, tone and figure which is produced in different sections. We have a large stock and can cut orders promptly.



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West Virginia Spruce and Hemlock Long and Short Leaf Pine

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Our Stocks Are Complete and Can Live Prompt Service.

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MAHOGANY LUMBER GARROLL AVE. AND SHELDON ST. CHICAGO

## PLAIN and QUARTERED

AND OTHER HARDWOODS

**EVEN COLOR** 

SOFT TEXTURE

MADE (MR) RIGHT

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PROMPT SHIPMENTS

THE MOWBRAY & ROBINSON CO., Inc. WHOLESALE LUMBER

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Splitting Nor Checking No Clegging Nor Adjusting

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UNPARALLELED SUCCESS

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SAVE TOUR MONEY BY USING THE

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It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Sasketchewan. The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

Established. Lumbermen's Credit Assn., Montion This Poper AS John St. NEW YORK CITY

#### Wistar, Underhill & Nixon

Real Estate Trust Building PHILADELPHIA. PENNSYLVANIA

CHOICE DELTA GUM

Dry and Straight

#### HARDWOOD RECORD'S

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, IN-DIANA, OHIO, PENNSYLVANIA, NEW YORK

IT'S the BEST SALES MEDIUM for HARDWOOD LUMBER

THE

#### Geo. F. Kerns Lumber Co.

Yards: MOUNDS, ILLINOIS
CHICAGO OFFICE, Fisher Bldg.

Manufacturers and Wholesalers

Southern Hardwoods

## Skeele-Roedter Lumber Company

**CHICAGO** 

Northern and Southern HARDWOODS

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Wholesale Hardwood Lumber

SEND US YOUR LISTS COVERING MILL CUTS OF HARDWOOD LUMBER

Our Specialty is Cypress

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for coming good times will make you SEND US YOUR INQUIRIES FOR

Our Specialties Oak, Gum, Cypress

#### CLARENCE BOYLE, Inc.

WHOLESALE LUMBER
LUMBER EXCHANGE BLDG.
Yards at CHICAGO Band Saw Mill
Forest, Miss. CHICAGO Wildsville, La.

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#### Chas. Darling & Co.

1200 W. 22d St. CHICAGO, ILL.

We Specialize in Oak and Birch

## CHICAGO

History of the

#### Largest Lumber Centre

in the

#### World

(II)

"IN THE BEGINNING"

About 1832 and 1833 sawmills put in an appearance. History is not quite clear as to details, but one of the mills was operated by waterpower, and was located about fourteen miles up the north fork of Chicago river. No suitable site for it could be found lower down, because of the slight fall in the stream's gradient. There was a mill on Hickory creek, and one was operated by steam near the present Division street.

These mills cut for the local market only. By that time a few buildings were going up; and, as the mills did not turn out lumber in large amounts, it was often hauled away as fast as it came from the saw, and it was not put through a dry kiln or any other artificial or natural course of seasoning. The people who needed lumber had no time to wait.

When a house was built of green lumber in that way, it may be imagined what happened when the wood became dry. The cracks that developed made the opening of a door unnecessary for cats to go in and out. There appears to have been no objection. A well-ventilated house is healthful.

One of the mills had an attachment for sawing shingles, and the early builders in Chicago were independent of outside timber as long as the home supply lasted and the mills continued their operations. There is a lack of information as to the amount of sawing done, the relative quantities of different woods, and the prices obtained in the earliest years.

Though no large amount of lumber was cut on or near the site of Chicago, mills were built at an early date in Michigan and Wisconsin and the fine timber in those regions was converted into lumber as rapidly as markets could be found for it.

There is no doubt that those sawmill men kept a close lookout for new markets and were quick to note that houses were being built in Chicago. At any rate, boats with cargoes of lumber began to arrive on the lake front very soon after building began. The Chicago river was the natural harbor at that time. There was no breakwater in the lake to shelter boats from storms, and

(See next issue)

TRADE IN CHICAGO

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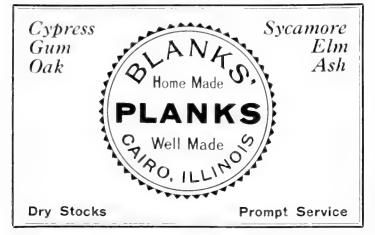
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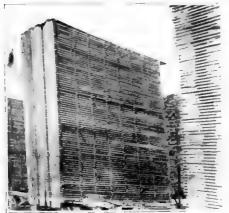
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Manufacturers St. Francis Basin Hardwoods. Tennessee Aromatic Red Cedar. General Offices, Memphis, Tenn. Band Mill-Proctor, Ark.



# Hardwood Record

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No. 10



## Review and Outlook



#### General Market Conditions

WITH THE HIGH WATER BEGINNING TO RECEDE in the South, there is little further immediate danger of consignments shipped to avoid flooding of stock. Looking back over the situation it is hard to see any evidence of serious harm from unusual shipments sent out from the flooded sections because of any anticipated rising of water. Of course nobody can say what may be expected in the way of further floods, but it seems obvious that those causes which resulted in the early high water stage have undoubtedly gotten rid of certain conditions that would make for flooded conditions later. It is entirely likely that high stages in the river will not be so threatening or so disastrous as the first one.

In the meantime southern operators are devoting themselves to getting their yards and mills cleaned up, but so far as the woods are concerned, even with the water falling rapidly, they will not be able to do any real work there for some time to come. All reports in the South seem to show conclusively that there is nothing in prospect that will make possible a sufficient accumulation of hardwoods to bring the supply up more commensurate with the demand. In the meantime there has been great difficulty in securing hardwood shipments to take care of actual and prospective orders in many of the big consuming points calling on the high water territory. The natural result has been a considerable increase on this stock, which increases have been most notable on various grades of gum.

The old reliable oak has been going well of late, but does not show any sensational development so far as prices are concerned. There has been a strengthening movement which has established more standardized values at a much more satisfactory level. It can be expected that there will be a slight further increase in the next couple of months, and that the highest values will probably be realized by the middle of the spring building season. Everything would indicate that the prices then will be entirely satisfactory; that they will remain so for an indefinite period, but that they will probably not show any further increases.

The northern wood situation is equally good and as the logging season is now practically over, it is certain that there will be a marked reduction in the manufactured stock put in this season. Already this has begun to establish a much better level of values, and in fact in some items there is already a marked lack of supply. Maple manufacturers in particular, both those who have stocks on hand and those who will be manufacturing maple lumber in the near future, are showing an independence of spirit. They have a stock which is in excellent call but far below normal in supply on hand.

Birch is going well; in fact in some cases where maple has been

used, the high price of the latter stock and the probability of further increases, is directing buyers? attention somewhat to birch. Thick northern ash is a decidedly scarce proposition. In fact, it is almost impossible to secure any quantities in brown Michigan stock of the heavier dimensions.

#### The Cover Picture

HUNGER IST DER BESTE KOCH. That is the German way of saying that hunger is the best cook. Whether or not the proverb holds true in all places and under all circumstances, many facts might be marshalled to substantiate it. Look at the cover picture of this number of Hardwood Record, and doubt no more. The man's surroundings are not particularly conducive to the enjoyment of a banquet, but no lack of enjoyment is visible in his attitude. If he were an Eskimo in Prince Rupert's Land, feasting on some of the gum drops which Capt. Cook took along when he thought he went to the North Pole, his poise could not be more perfect or his enjoyment keeper.

The scene is laid in the woods near the Canadian border. The photographer's camera caught the log camp's tote boy in an interesting psychological situation, and the picture was the result. The man was totally unconscious that a photographer was nearer than Duluth, and of course there was no posing or staging for the picture. Nature and human habit did the posing and the preparing. The faint shadows on the snow reveal the sun's efforts to shine through mist in the air; but it need not be stated that the beams bring little warmth.

A person not seasoned to outdoor life in winter would become chilled while eating a cold lunch while seated in the snow, without fire or shelter; but custom makes the situation tolerable if not actually enjoyable. The man is pre-eminently satisfied with himself, the world, and the grub. He belongs to a logging crew at work in the vicinity. He carries his noon meal with him and eats it wherever he happens to be when noon arrives. Linen napkins, plated cutlery, and Havelland are not necessary to his happiness. He has no appreciation of such appendages of effect luxury. He is hungry enough to eat what is before him and he asks no questions.

#### Imposing on the Public

CERTAIN BROKERS WITH TIMBER TRACTS FOR SALE have resorted to questionable methods to induce buyers to invest in such lands. They have revived the old cry of an approaching timber famine; but two false and misleading statements have been incorporated with that alarm for the purpose of putting sales over as quickly as possible. These brokers greatly understate the

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Thus having constructions to produce of the contry's tester to state the clark against a specific tester to the control of showing and to accentuate the fear of famine. The rate of lumber cutting is juggle i. The annual lumber cutput is not only represented to be much larger than it is, but the rate of increase in cut from year to year is placed at 3 billion feet. There is no basis in facts or figures for such an estimate. No data sustain it; no statistics back it up. It appears to be a voluntary offering by the chart maker with no foundation in facts or figures.

Conclusions lased on false premises of that kind must be worthless; but it is unfortunate that the harm that a statement may do is not measured by either the falsehood or the truth in the statement itself. The chart emphasizes its conclusion that all of the country's timber outside of government land will be gone in the year 1930, which is barely fifteen years in the future. The cut of lumber during the year which the chartmaker names as the last year of plenty before the famine, is placed at 120 billion feet. He reaches that conclusion by a process of arithmetical progression, simply adding 3 billion feet to the cut of each succeeding year until the last remnant of timber shall be whirled into the vortex and disappear in 1930, and then will come the famine.

The chartmaker lays his strongest emphasis on the annual increasing rate of cut. It is this increase which overtakes and consumes the existing forests and the new growth, as he pictures the approaching calamity. It therefore seems proper to look a moment at this alleged increase of 3 billion feet a year in lumber output and see whether there are any facts to sustain that view.

The only available figures by which lamber increase or decrease in the United States can be shown are those compiled by the Bureau of the Census and the Forest Service, and they are as accessible to every in the transfer of the make of the contribution, foretell the timber famine fifteen years hence. These statistics warrant no such conclusion as the chartmaker draws from them—if he draws his conclusions from any statistics.

It may not be possible to show what is the exact increase or decrease in lumber output from year to year, because the figures are not always comparable, one year with another. More mills are included in one year's returns than in another's. For example, mill output was compiled in 1899 from 31,833 sawmills; from only 18,277 in 1994; from 48,112 in 1999; and from 28,107 in 1911. Clearly, the census figures for those years were not based on comparable data; but that was the government's work, and the brokers who use the searc chart above described, are not responsible for defects in government figures. But what the brokers are responsible for is drawing false and unwarranted conclusions from the figures, even if they are taken at their face value.

The government figures do not, after every absovance is made for shortcomings, warrant the statement that the lumber output is increasing at the rate of 3 billion feet a year, or at any other rate.

As a matter of fact, government statistics for 1899 (the earliest under the continuous system) till the latest, do not prove any positive increase, or even any clear tendency toward an increase, in hum-

ter cut. That is centrary to the accepted opinion, but a study of lumber statistics for the last dozen years, will fail to prove much accesse it any. It is to bit if we ther lumber output is larger now than it was sixteen years ago, but precise proof is not possible. On the face of the returns, the cut in 1899 was 35 billion feet. In 1908 it was 33 billion; in 1909, 44 billion; in 1912, 39 billion. Thus it has up one year, down the rext, depending partly but not wholly on the number of male included. No stretch of statistics or of imagination can figure out anything like a regular increase of 3 billion feet a year in the past; and if with all the data before us we cannot calculate the past rate of increase of lumber output, how can we hope to do it for the future? Yet that is what the chartmaker claims to have done, and he has based his famine scare on no other sort of foundation.

Those who have files of Hardwood Record and will refer to the issue of April 25, 1913, page 19, will find data of the country's standing timber, correct according to the latest and best authorities at that time. It was there shown that enough was in sight to supply the country for seventy years, at the prevailing rate of cutting. That took no account of the new growth that would come on during the seventy years.

#### A Bill for a National Highway

WILLIAM D. STEVENS, member of Congress from the tenth district of California, is the author of what appears to be one of the most practical, far-sighted and constructive bills that has been presented to Congress in a long time. The bill calls for the enactment by Congress of authority whereby the president may start the construction of a well-planned and well-maintained public highway to encircle the entire country, to be built by the government and to be known as the national defense highway.

The practical application of such a road is apparent as far as a means of providing better defense is concerned. In addition it would unquestionably be of immense commercial importance, and in many other ways would be of untold value to the entire population.

One of the most practically beneficial features of the pian is the provision whereby all persons employed in the construction, improvement and maintenance of the national defense highway shall be able-bodied citizens of the United States, physically and mentally capable of military duty, and during their employment shall be drilled and instructed for two hours daily, by United States army officers, in accordance with United States army regulations.

As such a project should not only appeal to the patriotic squse of lumbermen but should if put through be of immense importance to them as providing a market for great quantities of forest products, the plan appears to merit their support.

#### The Trouble with Oak

A BIG MANUFACTURER OF HARDWOOD LUMBER in the Southeast, in commenting on the uncertain values that usually prevail for all hardwoods, makes the following statement:

"The intrinsic value of oak is from five to ten dollars a thousand letter than the market today, and even under ordinary local demand this increase should be realized, but no portion of it will be realized without organization unless the demand runs away with supply, and even should this be true, it would be temporary and the uncertainty would be more harmful than the good that might result.

"If there were some way in which every manufacturer of oak could be shown the consuming capacity in normal times together with an idea of the stock on hand, we are of the opinion that their idea of prices would be materially changed."

Possibly this writer's view is somewhat pessimistic, although in the main it is absolutely correct. The whole trouble with all branches of the lumber business today is the absence of reliable information as to how much stock is on hand at the mill and at the factory, and just what the factories will likely want. Fortunately, certain organizations are rapidly working toward this end. It is a deplorable fact nevertheless (although this is one of the most important, if not the most important, functions of association work today), that the efforts

of the active directors of the associations which are endeavoring to carry out plans of this character, are hampered more than in almost any other work before the same associations, by the lack of co-operation among the members; by the general tendency to let the other fellow do it, to sit by and wait for the good information that comes from the other man's stock statistics and sales prices and use this information for one's own good without sharing in the general effort.

There can be no more selfish and no more narrow-minded attitude

Standardizing of lumber values is the most desired and the most essential accomplishment from both the consumers' and the sellers' standpoint. The consumer is certainly entitled to definite information as to what he should figure his raw material cost. He has to set his price for his finished goods at a certain figure and has to state it in advance. He puts on his exhibits at the various furniture shows, sells his goods on order for six months in advance in some cases, and then goes ahead to manufacture. What if some lumberman in the meantime, or some group of lumbermen, suddenly decide that they ought to get a few dollars more a thousand for their oak, for their gum, for their birch, or whatever wood is being used? This would completely upset the manufacturer's figures and he doesn't know where he is going to land.

It is true, of course, that even with the possibility of stabilizing prices and making advance pronouncements as to probable future values, the same possibility would exist. However, the buyer does not treat the seller's confidential information as to likely increases in the price of lumber seriously because he has never been convinced that the lumberman himself knows with any definite certainty what may be expected.

The value of absolute knowledge on which to base a fair scale of prices lies in the fact that it would enable the seller of hardwood lumber to speak with absolute certainty, which in turn would make the buyer ultimately realize that these prognostications were reliable, and would enable him to do his own figuring, accordingly, on an authentic basis.

As it is, nobody knows how much stuff is on hand at the mills, how much is on hand at the factory, and what the actual demand should be. A striking illustration of this was shown at a big southern producing point recently. One manufacturer after another came to see a shortage in his own stocks, and in the beginning every last one of them thought he was going to be able to put something over the other fellow by buying somebody else's lumber and holding his own logs for better values. Every one of them proceeded to work along these lines and it was only a question of time when all saw the light and realized that there wasn't any lumber. Then they all had to get busy and manufacture it, the result being that in the meantime there existed a distinct shortage in this stock which effected an upset in value and calculations.

With absolutely correct figures of production, of available mill and consumers' stocks, there would be no need of any combination to control values. Everybody has intelligence enough to know what to ask for his stock and how rapidly he should manufacture if he knows the exact proportion of supply and demand. But until there is some means effected for accurately and consistently tabulating this information, we can hope for nothing but a state of chaos that works to the injury of everybody.

#### When Are Salesmen Salesmen?

UNDER THE ABOVE CAPTION a commissioner of a large furniture association issues a special circular revealing certain conditions surrounding the sales end of the furniture business, which possibly will apply in many other directions also.

The circular is based on a letter received from a commission furniture salesman who solicited the account of a certain manufacturing concern, saying that he could sell from twenty to thirty cars a season of the manufacturer's goods, but would either have to have a special discount or would personally rebate his large customers so that the manufacturing company would not get into any trouble. It is stated that competitors of the manufacturer solicited were "get-

ting away with" the same arrangement, and that "any inside" he would give his big customers would be treated as strictly confidential.

This is but the old bugbear of cut-prices dressed up in a little different apparel. It is something which it is pretty difficult to get away from.

Surely no conscientious and self-respecting furniture manufacturer should knowingly make a selling arrangement with a man of this caliber. On the face of it his statement of what he can do and how he will do it indicates dishonest methods or at least the prospect of dealings "below the board." It can always be safely assumed that the man who will play wrong with another will play wrong with the firm that he represents.

Can anybody in any line of business afford to be represented by such an individual, whose sole claim to salesmanship is that he has a certain inside track that enables him to put over questionable practices without trouble to the manufacturer?

#### Rumor of Big Timber Deal

It should be emphasized at the start that the report of an enormous timber deal in California is no more than a rumor at present; and the probability of its consummation is so remote that no one should become prematurely excited. According to the talk, a syndicate which is supposed to have the backing of the French and British governments, has begun negotiations, or inquiries, looking to the purchase of all the redwood and pine lands in California for \$200,000,000.

If that should be carried out, it would be the largest single purchase of timber ever made in the world, where land did not go with the timber. The Louisiana purchase included more timber than that, but the land was included with it, and the whole price was only \$3,000,000.

The rumored deal for California timber is unlikely to be carried out, for several reasons. In the first place, the price is too low. It figures out only about fifty-two cents a thousand feet stumpage, based on the estimated stand of 381 billion feet in California. The owners of the timber will not sell it at that price. It is doubtful if they would touch less than two dollars a thousand feet, or \$800,000,000 for the stumpage in the state. That is a substantial difference from the rumored \$200,000,000, and even the smaller is so large a sum that great trouble would be experienced in financing a deal for even that amount.

There is another obstacle in the way of purchasing the timber of the whole state as a block. A large part of it belongs to the United States government and is in forest reserves. It may be taken for granted that the government will not sell its timber according to any such arrangement as that proposed. Its policy is to hold timber in the reserves and sell it in small bounds to the highest bidders, as it is needed by the people. To dispose of its timber in a whole state like California, at one sale, and at the ridiculously low price of fifty-two cents stumpage, would be directly opposite to the policy heretofore announced for disposing of government timber.

The rumored purchase is interesting, but it should not be taken seriously until something more practical appears than has yet been observed.

One trouble with setting a standard of efficiency for the average man in a given kind of work, is that before a standard can be established and put into use a new record is made and a higher standard created.

The amount of electrical knowledge necessary in the equipment of the average woodworking mechanic is growing larger all the time, and fortunately the facilities for obtaining knowledge are increasing in equal ratio.

Of course a foreman has his troubles and his work cut out for him. If he didn't have, what excuse would there be for the distinction and higher salary that goes with foremanship?



## Chestnut Blight and Crossties



the state of the state of the Year to have the attendance of the way to be a start of the agency to be 1 1 1 a transfalled All off the transfer the discussion of the control expendence of large sees state of the last to give up the full field. So they street of April 2 to 18 12 19 22 to 12 total and a graph of a contribution of most of chestrator asserves took and also to total consists with bank at there is the regions which are now expected. Near concernation such measures to do more than retard somewhat the spread of the Also real total the courty the sporter indicate for the

It is to bear y to say that the chestrat tree is seen all to extinction for the disease may yet run its course. In a bulletin by Anderson and Rankin of Cornell the outlook is summed up as follows: "At present we know of nothing that will povert the externation of the American chestnut tree. Every measure of control that has been tried has been abandoned north of West Virginia and the Potomac river. Some persons have expressed the belief that nature herself will intervene to prevent destruction of the species; the virulence of the pathogene will abate, the resistence of the host will be increased, or natural enemies-insects or fungous parasites-will destroy, or at least check, the pathogene. Up to the present, however, there has been no indication of relief along any of these lines."

#### NEW ENGLISH GIVES UP FIGHT

The people of southern New England where the blight has been particularly severe have become resigned to the situation and for the past two years have been devoting attention to the utilization of the dead and dying trees. The tallest and straightest trees have gone into telegraph and telephone poles; some of the larger logs have been sawed into lumber; an enormous amount has been sawed or hewed into crossties; shingles and cooperage have claimed a share; while many thousands of cords have been cut into wood for the brick and lime kilns, brass factories, and domestic use. But in spite of these measures the waste has been enormous, particularly of the smaller sizes for which there was no market except for cordwood and this was overstocked.

Chestnut has always been the chief tree of the woodlot in this region. It grew rapidly, reproduced readily from sprouts, and there was always a good market for the material. It has been the principal source of ties for the New York, New Haven & Hartford railroad, which until recently has been able to utilize all of the ties offered. The company does not contract for its ties. Instead it issues its specifications and fixes the prices paid for the different classes of ties. Then everyone is permitted to haul ties to designated places along the right of way, and in due time they are inspected and paid for. The market has always been steady and the demand constant so that tie dealers and lumbermen could figure closely on every operation. The woodlot owner who desired some ready money had only to hew and deliver some ties in order to get it.

#### AT THE MARKETS PUNEW ENGLODE

Just now the situation is different. In order to save the dving chestnut timber much of it has been and is being cut into crossties. Early in the winter it was plainly evident that the demand was oversupplied and the word was passed around to cease operations. The warning went unheeded for it seemed there was nothing else to do but make the wood into ties. Chestnut and ties are closely associated in the New Englander's mind. The New Haven road wanted 1,200,000 ties. It has already taken up most of them and yet the number stacked in the yards along the right-of-way shows no perceptible decrease for as fast as ties have been removed others have been delivered.

As a result, owners of the ties are won-loring what is to be the outcome and if they will be able to dispose of their product. Not only are the regular tie dealers and hanbermen overloaded but nearly every owner of a woodlot has been making ties to save his chestnut timber. These parties are urging the railroad to increase

its patcheses and to use its affaired in disposing of the material to other roads. As chestaut is considered the best native tie timber. owners of red and black oak ties find no sale for their wares. Experience has shown that while a good chestnut tie will give six or seven years' service in track the common oak ties will last only four years. White oak, of course, gives better results but there is so little offered for ties that it is not kept separate from the other species.

How long the chestnut is going to last is a question about which the New Haven railroad officials are now concerned. At a meeting of the Lumber Manufacturers' Association of Southern New England this question was put to the members and variously answered. Some reported that the chestnut timber in their localities was commercially extinct, while others thought that the disease showed a lessened virulence and that from present indications there would be chestnut timber for ten or fifteen years. The consensus of opinion, however, was that within four or five years the chestnut tree which has been the mainstay of the southern New England forests would be practi-

#### PUTCO Sousce OF THE SUPPLY

The next question that arose was the source of the New Haven's tie material after the chestnut is gone. Some recent actions of the railway officials had led to the belief that creosoted southern pine ties were to replace local hardwoods. Acting upon this information, the Lumber Manufacturers' Association submitted to the railway company a report specially prepared by a member of the faculty of the Yale Forest School, which emphasized the advantages both to the railroad and to the territory it served of the preservative treatment and use of local timbers. This suggestion was favorably received and the railroad company's engineer of tests was instructed to visit a number of timler treating plants and submit a report. The plants of the B. & O., Pennsylvania, Burlington, and others were inspected and the report will soon be submitted which, it is believed, will recommend the building and operation by the New Haven road of a plant using one of the standard processes.

#### WILL TREAT LOCALLY GROWN TIES

In trying to determine the practicability of treating locally grown ties the company is confronted with the probable supply of suitable material. What will be especially in demand are red, black or yellow, and pin oaks. Besides these maple, beech, birch, elm, sycamore, gum and hemlock can be used. While there are no figures available to show the supply of these woods, yet all the lumber manufacturers agree that there is no end of such material in sight. Whether or not it would be cut into ties would depend entirely upon the price the company would be willing to pay. At present many of these woods are of little or no value and their use for ties should open up a new and highly desirable market.

#### Figure in Sap Walnut

Nature played an unkind trick on walnut producers when she provided walnut trees with but a thin layer of sap and at the same time put most of the figure into that particular section of the log. The physical qualities of sap walnut are, of course, in no way objectionable to consumers. It is simply the fact that using the sap with the heart presents an almost impassable obstacle. This is an unfortunate fact, but it is a fact nevertheless, and until some means are provided for evening up the colors of the two sections it will never be possible to secure for figured sap walnut what it really should

Some attempts have been made to color the sap with the juice stain coming from steaming the dark heart, but these efforts have been unsuccessful for a very apparent reason. They never will be successful because the substances which make the stain in the dark wood are not dark until they come in contact with the air. This in itself effects a chemical change, which, in turn, makes it impossible to utilize this fluid for the purpose of staining the sap to the original color of the dark wood.



## Ready for Southern Rate Fight



Everything is being rapidly completed for the hearing which will be held in Memphis beginning March 14, involving efforts on the part of the railroads to secure higher rates on lumber shipments from Memphis and other southern points into Central Freight Association and Western Trunk line territory as well as efforts on the part of lumber shippers to secure rates below those now in effect. The Southern Hardwood Traffic Association will have charge of the hearing in so far as southern hardwood interests are involved, and it has employed J. V. Norman of Louisville, Ky., to present its case. Yellow pine interests east of the Mississippi will be represented by J. R. Walker of Washington, D. C., former attorney for the Southern Hardwood Traffic Association. Investigation and suspension dockets 745 and 775 involve proposed higher rates into Central Freight and Western Trunk line territories while the cases through which lower rates on hardwood lumber will be sought are known, respectively, as James E. Stark et al., Lamb-Fish Lumber Company et al., and Kraetzer-Cured Lumber Company et al. vs. the Illinois Central and the Yazoo & Mississippi Valley roads. The carriers will present their evidence first and it is expected that they will require fully a week. Southern hardwood interests will follow and will require three to five days. Yellow pine interests will then introduce their evidence, so that the hearing promises to last two, and possibly three, weeks.

The issues involved are very large. J. H. Townshend, secretary of the Southern Hardwood Traffic Association, said that if the roads were able to secure the rates they were seeking, the increased revenues of the Illinois Central and Yazoo & Mississippi Valley roads would amount to \$1,000,000 more per annum than at present, these figures including hardwoods and yellow pine, the former on the basis of a gain of \$15 per car and the latter on the basis of a gain of \$5 per car. This gives some idea of the importance of the fight

to hardwood and yellow pine interests and it also explains why officials of the Southern Hardwood Traffic Association have been spending so much time recently, twelve to fifteen hours a day, in preparing evidence and data to contravene the efforts of the roads to saddle this tremendous increase in transportation cost on the industry represented.

Mr. Norman will come to Memphis March 11 for a final conference with officials of the Southern Hardwood Traffic Association, so that he may get everything in shape for presentation. The evidence is so voluminous that some time will be required to digest it and arrange it for intelligent and forceful presentation to the examiner representing the Interstate Commerce Commission. Attorneys for the carriers, too, will spend considerable time in Memphis before the hearing begins as they must necessarily be familiar with the lumber industry and all phases thereof affecting its transportation.

The Southern Hardwood Traffic Association has been particularly active in handling rate controversies before the Interstate Commerce Commission since it was formed several years ago and it has some magnificent victories to its credit. It has won the support of the hardwood manufacturers and distributers throughout Arkansas, Mississippi, Louisiana, Tennessee, Kentucky and some other states and is constantly gaining in strength through the admission of new members. The latest to join are: Kelsey Wheel Company, Memphis; Jorgensen-Bennett Lumber Company, Memphis; Swain-Karmire Lumber Company, Fulton, Ky., and H. B. Owen Tie Company, Pontotoc, Miss.

While Mr. Norman will have charge of the hearing from the standpoint of hardwood interests, he will be ably assisted by J. H. Townshend, secretary-manager, as well as by other officials, by the governing board and by individual members of the Southern Hardwood Traffic Association.



## Why Woods Vary in Weight



Figures have been compiled by J. A. Newlin of the Forest Products Laboratory, Madison, Wis., showing why woods vary in weight, and how much they vary. The facts presented should interest dealers, particularly those who handle seasoned material. The following discussion is condensed from Mr. Newlin's bulletin:

Any piece of wood selected promiscuously may contain anywhere from four per cent moisture, as in some kiln-dried material, to two times as much moisture by weight as wood material, as in occasional pieces of white fir. In view of this fact it is necessary to divide wood into three groups as to moisture in order to effect a definite comparison. These groups represent a maximum amount of moisture, as in green wood, wood with no moisture, or oven dry wood, and wood with an intermediate percentage of moisture present, or air dry wood.

The weight of green wood depends upon the weight of the wood substance itself, the moisture content, and the weight of other contained substances such as resin. The various species contain widely different amounts of moisture in the living tree; for example, white ash and black locust are always comparatively dry; black ash and the oaks have about twice as much moisture, and chestnut and buckeye have three times as much as the white ash; the white and red cedars are comparatively dry, while cypress and white fir contain large amounts of moisture.

#### IN THE SAME TREE

Position in the tree also affects moisture content. Most hardwoods show a fairly uniform distribution of moisture throughout the tree and the variation in the hardwood species is comparatively small. The conifers, on the other hand, show a wide variation in moisture content. In the same tree, as a rule, a large difference in the per-

centage of moisture exists between the heart and sapwood and, in some instances, between the upper and lower parts of the tree. Long-leaf pine and most other conifers have very low moisture contents in the heartwood and very high in the sapwood, causing young furifty trees to run heavier than old overmature trees of the same species. Tamarack and cypress are exceptions, having fairly uniform moisture contents throughout the tree. Sugar pine and western larch, due to resinous material as well as water, are very heavy at the butt.

Variation of five per cent above or below the average weight per cubic foot for a given species is to be expected in the case of species having a fairly uniform moisture content. This variation may, however, run as high as twenty per cent occasionally. With species that do not have a uniform moisture content about ten per cent variation in the weight per cubic foot may be expected with occasional trees varying as much as forty per cent. These figures apply when considering small amounts of the wood, such as timber from a single tree. In larger shipments, as would be expected, the average weight is much more likely to be nearer the average value for the species, although in the conifers, as was previously pointed out, the character of the stand would very materially influence the weight per cubic foot.

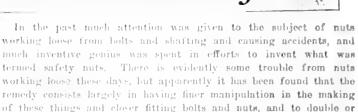
#### MOISTURE RESPONSIBLE

Air-dry weight varies largely on account of the wide variation of moisture content implied by the term. Some species lose the moisture in one-tenth the time of others. Some material is air-dried to reduce its shipping weight and is considered dry when it ceases to lose moisture fairly rapidly, while for some of the more exacting uses the material will be carefully dried for months or even years until it reaches as low a moisture content as possible under the conditions

stributed a same percentage varieties in a the green Anti-woods.

The weight period is for etail outery cry, or even dry material, varies consisted to suppress the transition the weight of either green or air dry timber. The today is many given tree will one half the time fall within four per cent of the average value with occasional values as much as extended personal even or below the average. These varieties are also table average to the toest species. The longleaf pine and Docales for however, how variations about one and one-half times as large as the eigens.

## Experience Talks on Woodworking



jamb nut where there is unusual strain or vibration. There is probably not today a very large percentage of accidents traceable directly

to nuts working loose, but there are some.

 $r \neq r$  . The second constant r is the second constant r . The second constant rthe satisfactory performance of motors. For instance, an eight horsepower motor did not do the work required, and he was about to exchange it for a twelve horse power motor. After the new motor arrived he was told that the wire would have to be changed, as the one is use was too small for the too. The cont. The wife was a to change to but, lacking a configuration of the content was connected, to be used until the coupling arrived. To the surprise of the superthe pertitional motor distribution is a week so and be wished. A saw, belted direct from a seven horse power motor, would not rip anything. A ten horse power motor was put in, but the machine still ter sed to work. It is a large self-feed saw, with pulley on arborfor an eight inch left. He was using a seven-inch belt. To save the motor he took off the seven-inch belt and put on a four-inch one. The saw now works well. The motor would not stand the sudden jerks sent to it by the wide belt, while the narrow belt gives and thus prevents the shock.

The superintendent of a sash and door factory where electric

Trucks are good things, but sometimes they are a little slow where stock has to go from one floor to another. In such cases a chain elevator or a friction roll elevator would facilitate rapid movement. One such elevator, consisting of a simple roller and weight, was effectively used to pass lumber from the planer to the resaw on the floor above, boards from the machine being landed at the resaw before the following board was through the machine. Link belt is a big help to many of the laborious operations of the planing mill. As a rule, we are slow in adopting these little improvements. While it is generally acknowledged that it costs money to pick up lumber and put it down again to be picked up some other time, we still go on with the old game to a great extent. Once in a while some big concern takes a turn at the improved form of handling lumber and the chains get a chance to do the work of so much hand labor.

Many machine builders think that if they make a little quarterinch hole in the cap of a box of any kind they have done all the law requires. Here they make a mistake. Every box cap should have a cup cast or put on it. These little holes are easy to fill up with dust and shavings, and the man who oils has to carry a pick to open them up, whereas if the caps had cups on them and the holes leading to the bearings had a plug in them a very little smaller than the holes, and striking the bearings, it would keep the dirt out of the holes and the oil would work down on the plug and keep the bearing clean and always oiled.

A nest of saws of different thicknesses, for rabbeting, looks simple, but is clusive and delusive. The saws wear to different diameters and the chips have a bad habit of jamming in the teeth between the saws, while the edges look rough and it makes an altogether unsatisfactory job. A little more money gets a good entterhead, or a wabbling saw collar will solve the problem. The claim that a wabbling saw makes a rounding cut does not amount to much, as the round on a  $\mathbb{G}_4$  or  $\mathbb{T}_5$ -inch dado is so little as  $\mathbb{R}^{n+1}$  be noticed, particularly on framework that covers up anyway.

There is no question I t that it pays to have a factory both attractive and comfortable. There is some question, however, about what constitutes comfort. Some can feel comfortable only when reclining in an easy chair or lying on a couch. This kind of comfort is not conducive to business in factory operation, but there is a rational comfort in the way of furnishing conveniences, light and facilities for doing work that is a splendid investment.

There is no greater mistake made in the planing mill than that of running stock through machines without getting it to a uniform size. Owners complain of broken machines and how much it costs for repairs, yet they insist on pushing stock up to a machine without even thinking that there is a limit to the strength and endurance of iron and steel and leather.

The man at the mortising machine may not care much about the trouble the fellows have to assemble their work, but just the same it is important to the institution to have the mortising well done, to insure good joints and save trouble in the assembling room, and it is the first duty of the man at the mortiser to see that his work is properly done. The quantity of the work may be important but should be of secondary consideration.

Dado work can be done on a rip saw table, but if you have enough of it to do, it pays to have a special machine for the purpose.

It doesn't take a smart man to find fault with a machine or with an institution. The smart man is needed to correct the faults and to get business through, and profits out of, an institution, even with its faults.

An extra table or rip saw in the factory, for the convenience of those who have occasion to use one just for a minute or two now and then, is a convenience that should be worth the price these days, when saw tables are to be had for very small sums.

The man who takes green lumber and puts it into finished furniture in a couple of weeks' time may not be green himself, but he is evidently figuring on selling to green people, because furniture of this kind will not stand up long.

Saving in time is the factor sought for in high-class manufacture. The machine that helps do this, no matter what its first cost, is considered the cheapest.



## The Lumberman's Round Table



#### Cost of Dimension Stock

One reason why dimension lumber manufacturers have found it difficult to persuade consumers to pay a profitable price for their product is that a great many members of this trade are not able to determine accurately just what the cost of any particular item on the list is.

Yet there is no good reason why the dimension man should labor along in the dark, merely because it is difficult for him or anybody else to analyze costs with reference to particular items of stock in the sawmill. The dimension plant is entirely different in its essential features, and its operations are readily susceptible to the sort of analysis that will yield the actual facts in this regard.

One of the best systems the writer has ever seen used in connection with a dimension lumber plant is based on the hour cost per machine. That is, instead of grouping machine costs under a general overhead charge, which may or may not be accurate when applied to a particular kind of work, the cost of operating each machine is carefully figured. This is worked out by determining the number of hours the machine might operate, eliminating holidays and Sundays, during the year; and then, by actual records, determining the number of hours it did operate in any particular period. This shows the percentage of the possible time it is actually engaged in productive work, and enables the rate to be determined.

Figuring the number of active hours a machine works enables one to determine the cost of its operation much more readily than when it is assumed, without investigation, that the manufacturer is going to get the benefit of 100 per cent of the possible time. And, of course, the cost of operating it is going to be figured higher than on the other basis.

Another advantage of keeping detailed cost figures, including time-card for each machine, on every piece of work that goes through the dimension mill, is that when a duplicate order comes in, the cost of handling the previous one can be determined in a moment, so that the manufacturer will know whether to accept the business at the old figure or not.

In short, the advantage of knowing costs in the dimension mill is exactly the same as knowing them anywhere else: it keeps the manufacturer from making a lot of mistakes he would probably commit otherwise.

Laboratory Tests for Lumber

It is generally understood that the Pierce Motor Car Company, one of the principal manufacturers of the country, subjects to laboratory tests much of the lumber which goes into its cars. This is especially true of ash, which, as every lumber manufacturer who has handled the automobile trade knows, must come up to very rigid standards of inspection in order to be acceptable to the automobile concern.

However, it is obvious that the inspection given a rough board in the lumber yard is not going to carry one very far in determining the desirability of the lumber from the standpoint of its texture, strength, toughness, etc. Even though it may be assumed from looking at the material that it falls within the "tough" classification, this may not prove to be the case when the laboratory test is made.

The Pierce people figure to decimals the tensile and breaking strength of their ash, so that they are able to determine whether or not it is the character of stock which will be best suited for their requirements. It is understood that their conclusion is that a soft, long-fibered ash, just short of the "punky" stage, is best adapted to that special kind of work.

Manufacturers who lay veneers are accustomed to make tests of their glue with instruments of precision; and tests of the moisture in factories and dry-kilns are coming to be more and more the regulation practice. Much of this careful handling of the details of the business is irritating to the old-timer, who was accustomed to do his best and let 'er slide, but there is no getting away from the fact that scientific methods are calculated to get better results in the long run.

#### On Ash Prices

Some automobile manufacturers are taking up the use of cheaper woods on account of the supposedly high cost of ash. It is true that ash prices, in common with practically all other hardwoods, have advanced somewhat during the past six months. On the other hand, the proposition that ash has been rising in cost, as a general proposition, during recent years can hardly be borne out by the facts.

A well-known hardwood man, who is a large producer of ash, looked into his files recently and took out some invoices covering ash shipments made in 1906—ten years ago. That, by the way, was a big year for the hardwood business, probably better than any since then, and hence prices were doubtless somewhat higher than they had been in the years immediately preceding.

Nevertheless, they were found to be just about what consumers are paying for ash now, thus answering in a very definite way the question, "Isn't ash too expensive for use in automobile manufacturing?"

As far as the automobile business is concerned, it is probable that it would be extremely difficult to find any other wood which would answer the purpose so well; and inasmuch as it is intrinsic quality rather than price that the motor car manufacturer is interested in, it would seem to be the better plan to stick to ash, at least until the figures show that it has advanced to an unreasonable extent.

#### Manual Training Business

Talk to the average lumberman about the possible business to be had in the manual training field, and he will smile pityingly.

"You might be able to sell a manual training school an occasional board," he will say, "but as for real business—nothing doing."

Yet there are lumber concerns which are specializing on this class of trade to their very evident profit. It is probably true that the average lumber company is not in a position to take care of this class of business, and that it requires special study to put one in a position to solicit it to best advantage. Nevertheless, the consumption is there, and the business ought to be susceptible of profitable development for the lumberman who has made a study of it.

Woodworking machinery concerns have been following up this class of trade for a long time, and have learned that there is a lot of business to be had there; and where woodworking machines are in use, it's a cinch that lumber is being cut up. At least, one is fairly safe in reaching that conclusion.

Some time ago HARDWOOD RECORD called attention in this department to the fact that a leading mahogany concern was furnishing samples of its products without charge to manual training schools, for the purpose of getting the boys interested in furniture and interior trim of that character. This was undoubtedly good advertising.

It will pay a lot of yardmen to look into the requirements of their local schools, and they may be surprised to find how much they are buying in the way of lumber.

#### Buying Veneers "Ready to Lay"

One of the principal veneer manufacturing concerns of the South recently installed jointing and taping machines, in order to take care of the growing demand from consumers for veneers ready to lay.

This is one more evidence of the tendency in all manufacturing lines to simplify each operation. Possibly the man who formerly bought his veneers log run, cutting them to size and jointing and taping in his own factory, and is now cutting out some of these operations, will ultimately conclude to use built-up stock made in the factory of some other concern.

That this is really happening is suggested by the remark of another veneer man not long ago, that new consumers of veneers are coming in just about fast enough to take the place of those which discontinue laying their own veneers and begin using built-up stock. Of course, a change of this kind does not affect the total consumption of veneers, but it does affect the number of possible buyers.

Another moral to draw from the situation is that it usually pays to find out what buyers want—and then give it to them.



## Pertinent Legal Findings



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Waiver of Breach of Logging Contract

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Waiver of Surety Bond Clause

As the set of the maximum periods of the set of the contribution of the set a though the bond as a not signed by the orange is required by a was a first policy of a appears that the company interded to view companion with the cause. Okadom as seems court, Okla hor , Sast & Door Comp. t. vs. Andread Berning Company, 17-3 Pach Reports , 1131

#### Breach of Sawmill Leases

In an action for damages for claimed wrongful eviction of a case of example, the Mana supreme pel an court declared recently that the ordinary nonsure of damage in such cases is the excess of the rental value of the promases above the igneed rental, but that it a proper tise the tenant may secover for profits lost in consewat con the wrongth ejection. There must be definite proof. however, from which such loss on he reasonable well ascertained. an award will not be made on pere corporate Brown vs. Linn Wooler, Company, 95 Atlantic Reporter, 1037.

#### Excuses for Non-Performance of Contract

One who has entered into a contract for manufacture of lumber products cannot excuse non-performance on the ground that performance was prevented by weather conditions or by unexpected increase in the cost of timber to be used, in the absence of a clause in the contract excusing performance on those grounds. (Kentucky court of appeals, Runyan vs. Culver, 181 Southwestern Reporter, 640,

#### Remedy on Breach by Buyer

Wien a tayer's contract to heav lamber to be specially manufactured for him reserves to him the right of inspection, title remains in the seller until acceptance by the purchaser, and when the latter refuses to accept delivery on report of his inspector, the seller's energy it any, is a claim for damages for breach of the contract, and not a claim for the agreed purchase price. (Texas court of civil appeals, Price vs. J. B. Pairclote & Company, 181 Southwestern Kern to t. 7: 7.

#### Authority of Lumber Company Managers

It is within the implied powers of one who is vice president, secretary and manager of a lumber company to buy an account register for use in the company's business. The office of general manager of the business of a corporation implies authority in him to do such acts as are necessary in the usual course of the business carried on by the corporation. (Indiana supreme court, American Case & Register Company, 110 Northeastern Reporter, 196.)

#### Sufficiency of Demand for Cars

Missouri, like several other states, has a law in force which imposes a penalty against a railway company in favor of shippers of \$1 a day for every day's delay in furnishing each car demanded for use in transporting goods, after lapse of a certain time after written application is made for the car. In the recent case of Raper vs. Lusk and others, receivers of the St. Louis & San Francisco Railroad Company, brought to recover damages growing out of failure of the company to furnish plaintiff with cars on which to ship lumber from certain stations on the railway line, the defendants set up as a defense that no written demand for the cars was made, although it appears that the proper station agents were verbally notifiel to furnish the cars. It was not denied by the railway company that under the common law a railway company is bound to furnish ears on verbal demand, but it was claimed that the common law

is a general that the many the manufactured phose This defense is exercised by the Specific accept of appeals in an opinion which holds that the statute merely affords shippers an additional remedy in case of wrongful failure to furnish cars, where written demand s made, and doe not drop to the former remedy by claim for damages where a verbal demand for cars is not complied with. (181 Southwestern Reporter, 1982.

#### Confusion of Timber Products

Date is an important legal principle which has often been applied by the courts in cases where logs or lumber of two or more owners have become intermingled. It has become a well-settled rule of law that if the intermixture is caused by one of the pagtics intentionally and fraudulently, he forfeits all his share in the confused mass unless he is able to clearly establish the proportion of his ownership of the whole. This rule and some of its qualifications have just been discussed by the Minnesota supreme court in a case wherein plaintiff unsuccessfully sought to hold 2,000,000 feet of lumber in defendant's yards on the theory of such confusion of lumber manufactured from logs of both parties as gave plaintiff title to the whole mass. (International Lumber Company vs. Bradley Timber & Railway Supply Company, 156 Northwestern Reporter, 274.)

Defendant admitted that a few logs belonging to plaintiff had become intermingled with defendant's in a stream in which they were all floated and that they had been inadvertently sawed into lumber, but claimed that all reasonable steps were taken to avoid confusion and that the value of plaintiff's logs so taken was inconsiderable, for which payment was tendered. On the other hand, plaintiff asserted that the quantity was large, but so uncertain as to entitle plaintiff to a forfeiture of the whole intermingled mass under the law of confusion of goods, whether the confusion was willfully caused or resulted from mere negligence. The trial court decided the case in defendant's favor and the supreme court affirmed it on appeal.

The higher court found it unnecessary to rule positively on the question whether a forfeiture of logs or lumber can be based upon mere negligence, since it was found that plaintiff had consented that the case le tried on the theory that proof of wilfulness on defendant's part was essential to recovery, and that there was sufficient evidence to sustain the jury's finding that the intermingling was not wilfully caused. But the decision on appeal strongly intimates that the true rule of law is that where the confusion results from accident, mistake or negligence, but without any fraudulent intent, the property in the mixture does not pass to the several owners, but that the parties own the mass in common according to their respective interests. On the question of wilfulness the supreme court

If it appeared that defendant writuilly and fraudulently mixed plaintin's 'umber with its even with the result that there was an inextricable onfusion of goods plaintin would have been entitled to recover the cuttre mass, uness detected was a be to distinguish its property specifically \* \* \* \* But adore this rule is applicable, it must be shown not only that there is a confusion of goods, but that the interputational was confusion of goods, but that the interputation was confusion of the confusion of goods and the burden of proof is with paintiff on both of these issues.

#### Counterclaims for Breach of Warranty

In a suit to recover the price of lumber, defendant interposed a counterclaim of damages on the theory of a breach of warranty as to the quality of the lumber delivered. The trial court upheld plaintiff's contention that defendant's acceptance of the lumber defeated his right to recover damages, but in a decision handed down recently by the appellate term of the New York supreme court, to which defendant took an appeal, the higher court decided that, under the statutes of New York relating to the sale of goods, defendant was entitled to counterclaim damages for breach of warranty, he having promptly notified the selling plaintiff of the defects complained of. English Lumber Company vs. Smith, 157 New York Supplement,



## Wood Damaged by White Ants



It is not unusual to read of the damage done by white ants to wood in the Philippines and other tropical countries; but it seems to be taken for granted that no such injury occurs in the United States. That is a mistake, though the damage done in this country is small in comparison with that reported in some foreign countries.

The hurricane which struck New Orleans last year and damaged hundreds of buildings revealed the fact, which was not suspected before, that white ants had contributed to the damage by weakening the timbers with their galleries. It is difficult to say just how much of the injury can properly be charged against the ants; but they helped the hurricane wreck many a building.

Timber near the foundation of the National Museum in Wash ington, D. C., became so badly mutilated by ants that it had to be torn out and new foundations and floors put in.

This, together with many other depredations by these insects, led the government to look into the activities of the white ants, and the result was recently published by the Bureau of Entomology, in the Department of Agriculture, as Bulletin 333. The bulletin was written by Thomas E. Snyder.

The case made out against the white ant is surprisingly strong. It is found to be active in every nook and corner of the United States, and wherever it exists it causes injury, not only to wood but to many other things, including cloth, paper, books, flour, rice, and many other things.

First of all, however, the insect is not an ant. It is a wholly different bug; but it looks like an ant and is generally known by that title, and popular knowledge would not be much increased by calling it by its Latin name *Leucotermes flavipes*, or its English translation, "yellow-footed white termite."

#### WORKS IN THE DARK

The insect works in the dark. It conceals its activities. Some of the species are blind, but have sense enough to distinguish light from darkness. If they want to attack a house foundation, a railway tie, a pile of lumber, or an old stump, they tunnel under it and thus begin their work hidden from view. They never show themselves while at work unless some accident reveals them. They gnaw galleries through the wood until the whole inside is honeycombed and consumed, but they are careful to leave an outer shell which completely hides them. This shell may be little thicker than paper, but it conceals the destruction that goes on within. The first warning may come when the timber breaks or the floor collapses. It is then too late to take measures to prevent the damage.

There is little that can be done to defeat the purposes of this white pest. Kerosene puts a quietus on its activities if it can be applied, but usually that is impossible even if the places where the gnawing is going on could be discovered. The ant generally, in attacking a building, gets into the foundation timbers, and works upward, tunneling galleries as it goes, and by that route it enters the sills, sleepers, and floors. It may, in course of years, make its way to the second or even the third floor of a residence, mill, or factory.

#### GNAWING DRY WOOD

It is commonly but erroneously believed that the white ant in this country attacks damp, partly decayed wood only. That is the kind it prefers, but it tunnels through sound, dry wood also. It may destroy bone-dry window frames, and has been known to do so. It works in fence posts, telephone poles, the railing and pickets of fences, and the bottom boards of plank fences. Its destructive work goes even farther than that. It may attack living trees and greatly injure and ultimately kill them. It generally enters by way of the roots and works upward into the trunk; but it may gain entrance by means of holes bored by larva of other insects in the trunks above ground.

The true ant makes its home in the trunks of decaying trees also; but it is not in the same class as the white pest.

#### LIKES AND DISLIKES

The white ant exhibits likes and dislikes in its wood-eating propen-

sities; but its likes greatly outnumber its dislikes. It is said to dislike black walnut so much that no attack is ever made on that wood. Several foreign woods are reputed to be white ant proof. The California redwood is untouched by white ants in the Philippines where these insects are ten times worse than in the United States; yet redwood is not immune to the attacks of the white ant in America.

It has been found that when timber has been treated with creosote or other preservatives to hinder decay, the white ant's appetite for it is considerably lessened; yet, such timbers are sometimes destroyed. The ants manage to find an opening through the shell of treated wood forming the outside surface of the timber; and when once inside that zone, they proceed with the work of destruction.

Greater or less resistance to attacks by white ants is offered by the cedars, both eastern and western, and by southern cypress.

Paving blocks are peculiarly liable to attack, and foundations for lumber piles—yards, platforms, and wharfs. It is claimed that coffins deep under ground, or at least the pine burying boxes in which coffins are enclosed, are attacked by white ants which burrow down to them. That may account for the frequency with which colonies of white ants are seen in cemeteries.

These insects have their nests in the ground or in the interiors of old stumps, logs, or in stone walls. At intervals they swarm like bees and move to new quarters. Their habit is to fly a short distance, from 75 to 100 feet, then drop to the ground. The swarms during migration are attacked by birds, and the insects are devouted in immense numbers. They are too slow to escape. Robins become so gorged with them that they cannot close their bills, and as many as 1,100 have been taken from the crop of a single woodpecker. Other creatures prey on them also. The common ant kills them, and the land lizards in the region from Texas to California devour the white ant as a business. It constitutes the lizard's daily bread.

Sometimes the ants are winged, sometimes not. At certain periods in life they twist one another's wings off, by this means confining their activities to the ground. Apparently, a hard rain may pound their wings off; for all that remains visible of a swarm after a dashing rain may be thousands of wings glittering on the ground like silver, the insects probably escaping by running for shelter.

Stone and cement foundations for buildings do not always protect adjacent timbers from attack by white ants. Their nests may be established in the crevices of the masonry or the cracks in the cement, and from that close range they attack the foundation timbers and do much harm.

#### The Resaw in the Mill

At one time the makers of circular or band resaws figured up on selling their product mainly to factories and planing mills working up lumber. The sawmill man was considered a possible customer only when he equipped a planing mill or box factory in conjunction with the sawmill.

There has been a change in the resaw trade and the customers for resaws during the past ten years; for today the biggest customers for the biggest resaws are the sawmill men. Sawmilling involves both sawing and resawing and one finds many resaws taking an active part in sawmill operations.

It was the band saw which brought it about with the desire to reduce kerf loss. No one ever thought of using an old-time circular resaw in the sawmill proper. There were gang and buzz saws for working four and six inch flitches into flooring or strips, but it was the band saw that put the resaw into the sawmill. After the band saw became the recognized mill saw, the idea was conceived of using a somewhat smaller machine and a thinner saw to help out the original mill saw. This idea has been extended considerably so that today the resaw is an important item in modern mill designing on the one hand, while on the other hand the sawmill is an important market place for the band resaw.



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## Forestry and the Cropping System



#### Editor's Note

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Converge to the second of the community of building lum-et and in contrast to the converge to the second building and three is a color this kind of wood,

It seems clear that there is urgent need of conserving all kinds of torests, with the hardwood forests being most in danger of extinetion, and as present efforts in the direction of forest conservation, such as fire prevention and similar activities, while admirable and necessary, are nevertheless madequate, it then seems in order to try a more comprehensive method in forestry practice,

As against the present wasteful method in logging operations, the writer submits as the only scientific and practical procedure the adoption of such selective cutting as would leave the young and half-grown trees for growth into a future supply of matured timber; in other words, adopt and continue a system of cropping the timber, to the end that the forests so handled will become self perpetuating.

Overstatement always weakens an argument, and it is here cheerfully admitted that the cropping system has its limitations, for it could not be applied to all timber land, some of which is too valuable for agricultural uses to be long held as forest reserve, and in many instances where the timber tract is not large the owner could not to any great extent practice selective cutting, because with a large plant already built, financial considerations necessitate a quick operation, even though the land may not be well fitted for agricultural uses. But the eropping system is not therefore impractical; it is on the contrary emphatically rational and sound, because it can be practiced in localities where topography or soil condition clearly sets apart large areas as natural forest reserves, and can be withheld in localities where soil condition or press of population demand that the land be put to more projective uses.

#### A SAMPLE OPERATION

On tracts of 50,000 acres of northern hardwoods, the annual lumber output is usually about 20,000,000 feet, and on this or larger sized tracts the cropping system could be used without materially lessening the immediate financial returns, and with very much larger profits in the future. A northern hardwood forest will average about 8,000 feet to the acre, so that to get an output of 20,000,000 feet the lumberman will cut over about 2,500 acres each year; a change to the cropping system, taking 2,000 feet per acre in only the largest trees, say five trees to the acre (instead of taking all there is from S" and up, which may be as high as fifty trees), it would be necessary to go over 10,000 acres per year in order to keep up the former amount of production, or, in other words, go over a 50,000-acre tract once in every five years to keep up an output of 20,000,000 feet annually; this would not perpetuate the forest, but would greatly prolong its life, and a reduction of one-half in output would insure a supply for all time.

It is, of course, understood that logging expense under the cropping system would as a rule Le more than in clear cutting, since more ground must be covered; let us say it would be nearly doubled in a hardwood operation with railroad transportation of logs, then to offset this there would be the higher value of the product from large timber and the lower cost in sawing and handling. On small tracts the extra cost in using the cropping system would be comparatively small; in coniferous forests where the yield per acre is many times that of hardwood the extra cost would not be large, and in many localities where floatable timber is near the streams there would be no added cost.

It seems unlikely that lumbermen will voluntarily change to selective cutting to any great extent, partly because old habits are strong, and besides most of them would balk at the initial expense.

Salar Market Salar Salar Salar compared the cateerthern in the contract of the track that the following is a control of the second of the second of the second transfer to the second of the s the contract of the contract of will be upper grade and not less than 200 feet of lowest grade; a 30" free will produce 700 feet, of which 300 feet will be upper and 140 feet lowest grade of 14% we get a confidence of Section approach 100 feet of west grown its "we get about 15 feet according to perntof I that of course green, they come a next to sees that should not be cut, we find a 12" tree yields about 90 feet, not over 20 feet upper and fully 30 feet of lowest grade, and a 9" tree yields but 50 feet, perhaps 5 feet of narrow upper grade and fully 20 feet of lowest grade. Tabulating these figures, and computing on birch at current prices, we find as follows,

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In the above table prices for upper grades are given as the same for all sizes of trees, while in reality the product of small trees are necessarily much narrower than from the larger ones, and also the larger trees admit of cutting thick stock up to three or four inches, which cannot be done from small trees, so that if we take the average run of first and second clear birch to be worth \$42,00 per M it is reasonable to consider the product from logs 19" and up as being worth not less than \$45,00, as against \$39,00 or less for the product coming from logs under 19", making a showing still more to the disadvantage of small tree lutchering, though it would be only fair to admit that small trees in some instances have a higher than mere lumber-value in special uses, but this demand is now limited.

If we continue this comparison as regards the southern hardwoods, where the trees are much larger, the result is still more unfavorable to the system of cutting the small as well as the matured trees, for it is not at all uncommon to find oak trees in the Mississippi Delta and elsewhere that will cut upwards of two thousand feet of fine cabinet wood, while the 14" tree produces less than two hundred feet, and none of this small amount fit for any higher uses than construction work or railroad sleepers. In the Rocky Mountain states the forests are exclusively of the coniferous species, and here, also, the practice of cutting the small timber along with the larger is equally indefensible, except as it may be defended on the ground of immediate necessities. In some coniferous species such as spruce and hemlo k there is slight if any difference in the quality of young trees as compared with the matured, but in the several species of pines the difference is as pronounced as it is in the hardwoods, the matured trees yielding a large percentage of upper grades, such as door plank, pattern bunker, piano stock and so on into a long list, while the small pines furnish nothing whatever of this grade.

#### AXIONS STITLE

As illustrating the tendency in consumption as between the two distinct species of wood, the following propositions may be set down ns axiomatic:

#### FOREIGN FORESTRY METHODS

In some European countries the governments have adopted such laws and regulations as virtually forces the owner of timber land to use the cropping system, and this has had the desired results. The writer is familiar with a 200-acre tract of spruce in northern Europe, where the regulations call for nothing smaller than eleven inches at seventeen feet above ground; the present owner markets about 200 M feet per year; his grandfather cut at about the same rate sixty years ago, and so will his grandchildren in time to come, all on this 200-acre tract.

The adoption of such laws in this country undoubtedly would be a hardship to many small operators, with manufacturing plants on hand intended for a quick clearing up of the timber tract, but such regulations might be justified on the broad principle that if the government make peace it is not morally bound to compensate those who have invested on the expectation of war. In any event such regulations must discriminate as between timber on good agricultural land, and that on land not fit for any such purpose.

One way of encouraging the lumbermen to voluntarily work toward forest conservation would be by the method of remitting all taxes on cut-over land where the young timber had been protected from fire, tax exemption to run so long as such tracts were kept up as timber nurseries, and the tax should be retroactively collected at any time the owner might destroy the young timber by converting the land to other than forestry uses. This would seem like a subsidy in negative form, but in reality it would be a subsidy in form more than in substance, for the timber nursery holder would be performing a useful service in return for remission of taxes; still the element of subsidy would be in some degree involved, and should be avoided if better means can be found. There is the alternative of making large additions to the government holdings in forest land, but to this there is the objection that governmental activities are already too extensive and ought not to grow in any direction except that of taking charge in those few lines of service that are natural monopolies. If the people through the government can legitimately acquire and hold large forest areas, then the extension should be, not in swamps and sand hills, but in fairly productive land.

#### QUALITY RATHER THAN QUANTITY

It will no doubt occur to some that the use of the cropping system would so lessen the output of lumber that there would not be enough for current needs; to this it may be replied that a smaller output of good quality would be rather less of a curse than an overabundant supply of good, bad and indifferent grade. And it should be remembered that there are many large tracts of timber owned by men who are not lumbermen but simply speculating investors, and such forests, where the endless process of growth and decay is always taking place, can come into use, for the cropping system involves a spreading of operations, through larger area, instead of cutting down all trees after the manner of a reaper cutting a field of wheat.

It is not impossible to grow a forest by the method of planting seed; but such a process is too slow and expensive as to all species of which we already have an abundance in a state of natural growth. Planting for forest growth can be justified only with regard to those kinds that are now so scarce that existing natural small trees are not spread over sufficient area, this applying especially to hardwood, such as walnut, which is clearly the aristocrat of cabinet woods in this country.

There is simply no escape from the fact that present lumbering methods are working toward a serious and unnecessary shortage in building lumber, and actually threaten a total extinction of the cabinet woods. Either we must take heed and adopt a more rational method, in which the cropping system must have a part, or else confess indifference as to a future supply of forest products.

Finally, while the forestry problem is primarily one of practical utility, let us not therefore cynically dismiss the ethical side involved, for we may be sure it would be a time of keen regret should future generations of altruists and nature lovers find no more extensive woodlands than the city park or the farmer's tiny grove.



## Regarding Export Embargo



It appears that the new British orders in council designed to restrict the imports into the United Kingdom to necessities, so that the obligations to foreign countries might be kept down and the price of exchange maintained will not bear as heavily upon the lumber exports as had been supposed. The first impression was that all shippers of lumber would be required to get licenses from the British Board of Trade to ferward stocks to England, and steps were at once taken by some of the shippers to make sure of the permits, authorizing vessels under the British flag to load such shipments. There is still no absolute certainty about the matter, an entirely authentic exposition of the precise meaning of the orders in council being as yet unavailable; but since the British ships here show a readiness to load yellow pine, white pine, cypress, oak and ash, it is assumed that the restriction does not apply to them, and the exporters are going ahead with preparations to send such stocks forward. From the wording of one of the orders it appears that the prohibition applies only to so-called cabinet woods, though it will be asked under what classification oak is not considered a cabinet wood, when it enters so largely into the construction of furniture. Hickory, on the contrary, would not be classed by anyone in the lumber trade as a cabinet wood, but it is among those which the British government aims to restrict.

The list of restricted woods, as supplied by representatives of the steamship lines here, includes gum, hickory, whitewood (or poplar, as it is known in the United States), walnut, maple and basswood. Outside of these woods, the exporters appear to be at liberty to go ahead much as they did before, and considerable quantities of lumber are moving forward on the ships that take general cargoes. The exports seem to be rather on the increase, which may be regarded as indicating that the requirements of the British governments are

quite extensive, and that they must be met regardless of any growing necessities for the exercise of rigid economy.

While the exporters who are members of the National Lumber Exporters' Association have received some information from the London representative of the organization, Frank Tiffany, and the Department of Commerce at Washington has also sent out its interpretation of the orders in council, a final authoritative construction is not yet at hand, but this is not allowed to interfere with exports. What the exporters desire now above some other things is to obtain an understanding according to which shipments that were started prior to March 1 or contracts placed before that date will be allowed to go forward, even though they may involve the so-called cabinet woods. In the view of the exporters it would be a real hardship if they were prevented from completing these contracts.

#### Elephants in England

The London Timber Trades Journal recently discussed the advantages of having elephants in that country for lumber hauling, while horses are scarce. Experiments made with a single elephant at Sheffield proved satisfactory. This animal was twenty-eight years old and was hired from a menagerie; yet the old fellow walked right off with a load of 16,000 pounds of lumber. He has kept steadily at work hauling and is doing the work of five horses. Unfortunately, the supply of elephants in England has not been large since the period preceding the Ice Age, and at that early period the stone hatchet men of the British Isles never thought of using the elephants for hauling lumber. It often happens thus. When elephants and other valuable things are plentiful, they are not appreciated. True, as the poet saith: "Blessings [and elephants] brighten as they take their flight."



## Conditions Around Memphis



brought out within the next thirty to sixty days. As concrete eviwe can be approximant, it in you can be a set to Analey Leg Decomposity approximation of the set o for a number of weeks, has started one of these and is expecting to start others shortly. This company operates on the Yazoo & Mississippo line of the Illineis Central and the Memphis Marianna cut off of the St. Louis, Iron Mountain & Southern. The scarcity of logs is still rather acute and production is seriously reduced on this account, not only at Memphis but throughout the valley section. It is doubtful, in the opinion of hardwood manufacturers here, if the amount of lumber being produced is in excess of thirty to forty per cent of normal. There is such an active demand for all kinds of hardwood lumber from domestic sources that stocks are being seriously impaired. This condition-the excellent demand and the scarcity of stock-is resulting in unusual efforts to bring out logs, with the result that rapid progress will be made along this line just as soon as conditions permit. The need for logs is very keen and every hardwood manufacturer, as well as every manufacturer of products made therefrom, is anxious to improve the present opportunity by having as much lumber on hand as possible.

A distinct improvement is noted in conditions in Mississippi and Arkansas from a lumber producing as well as from a transportation standpoint. Most of the private logging roads which were put out of commission by the high water have been able to resume and more logs are coming out. All train service over the Yazoo & Mississippi Valley line of the Illinois Central between Memphis and Helena and Memphis and New Orleans has just been resumed after a suspension of practically thirty days. Schedules are also being maintained on all roads out of Memphis west and southwest. In this connection, it may be noted that the St. Louis, Iron Mountain & Southern has just announced through its general offices at St. Louis that it will spend \$2,000,000 on its Arkansas lines within the next year, a large portion of which will be used for the raising of the road bed so that it will not be subject to such interference from high water. The Yazoo & Mississippi Valley line also announces that a large sum will be spent during the next few months in raising the bed of its road for the same reason. During every period of high water, it is necessary for service to be discontinued on this line and this results in serious inconvenience to shippers as well as heavy loss to stockholders. A very large percentage of the logs received at Memphis comes over the Yazoo & Mississippi line and over the Memphis-Marianna cut off of the St. Louis, Iron Mountain & Southern, with the result that these announcements are of particular interest to lumbermen here who depend on these hies for the transportation of their

The market for southern hardwoods is very strong, with every prospect of continuance. Buyers are paying very full prices for the reason that holders are unwilling to sell-except at prices which will cover the cost of replacing their stock, to a reasonable margin of profit. Lumlermen appear to have learned the lesson in political economy which teaches that the value of any commodity can be safely the asured only by the cost at which it can be replaced and there is no disposition anywhere to sell builty cheap because it was manufactured last year on a reasonably low cost basis.

if the maker of the second the manufacturers of the maker of the second the second the quantities of stock and there is a good general miscellaneous demand from domestic sources. There is comparatively little doing in the export division for the reason that occan freight rates are still exceedingly high and that there is almost no freight room available for lumber exports. The export situation, too, has been further complicated by the restrictions placed upon imports by the English Government.

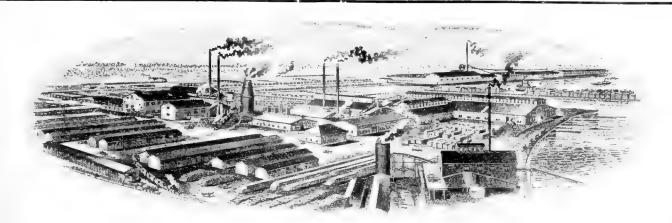
The call is excellent for both red and white oak in plain and quartered but perhaps the strongest item in oak now is plain red. The supply is comparatively limited, particularly in dry stock. Gum is moving in as large volume as offerings will allow because the demand is unusually good for both the higher and lower grades. Further advances have taken place recently in both oak and gum and these items are on the highest basis now for months. While red gum is in good call, it is possible that sap gum in the higher grades is even in more active request and is relatively somewhat stronger. The box manufacturers are doing a large business and they are absorbing all offerings of low grade gum as well as cottonwood. There is no special demand for the higher grades of the latter, however. In fact, cottonwood in firsts and seconds is perhaps the most unsatisfactory item on the list. Hickory is moving in considerable volume and ash and elm are also wanted, particularly in thick stock. Altogether the situation is recognized as a particularly strong one because of the good demand and the decreased supply. Most members of the trade believe that the present strained relations between demand and supply will be seen for some time as it is estimated that it will require at least sixty and perhaps ninety days, even with anything like an early return to normal production, to put stock lists in satisfactory condition.

#### The Uses for Hornbeam

Although the wood of hornbeam is remarkable for its close grain, even texture, and great strength, it is seldom used for structural purposes. To a certain extent this is due largely to the fact that this tree does not usually grow to a very large size. Moreover, the trees which attain sufficient dimensions to be available for building purposes are liable to become shaky. It is generally known that it makes good firewood, for it burns like a candle. The wood of the European species, which cannot be distinguished from that of our American tree, is preferred to any other wood for charcoal to be used not only for forges and for cooking purposes, but also for making gunpowder. At the great gunpowder factory in Berne, Switzerland, scarcely any other wood is used.

Hornbeam has of late been much more largely used in this country than formerly, and it is more than likely that its use will materially increase for special purposes. The European hornbeam has been found to be peculiarly adapted for making lasts used by the shoemakers. Large quantities of this wood are annually shipped from France into England, where it is used almost exclusively for this purpose. It is imported into England in the form of small blocks in the shape of the rough outline of the last. Hornbeam possesses the decided advantage over other woods such as beech and maple for making these shoe lasts. After the withdrawal of nails, the holes so made close up, which is not the case with most other woods.

While there are no records showing that the American hornbeam has been used for shoe lasts, there is a distinct demand for a good substitute for maple and there is no reason why it should not be employed in this industry in the United States. It is true that the wood is not very plentiful in the forest, but surprisingly large quantities of it could be readily brought together if the last and gunpowder manufacturers would agree to use it. The present uses to which this wood is put in this country are for rake teeth, table legs, drop hammer pins, axles, wagon felloes, garden hose reels, levels, logging wagon tongues, and for parts of a good many farming implements.



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Members of Maple Flooring Manufacturers' Association. (When writing mention the Hardwood Record.)

#### The Mail Bag

B 995-In the Market for Large Quantities Mahogany, Oak, Michigan Cedar

Milwaukee, Wis., February 25. -Editor Hardwood Record - It occurs to us that you might like to indicate in your columns that this corporation is in the market for a considerable quantity of mahogany, oak, Michigan cedar, Virginia cedar, Port Orford cedar, pine, spruce, fir and cypress.

Those desiring to get in touch with the above inquirer should write HARDWOOD RECORD .- EDITOR.

#### B 996-Wants Tamarack and Southern Pine

North Tonawanda, N. Y., March 3 .- Editor HARDWOOD RECORD: We are in the market at present for 2x6"-10 to 20' tamarack pine and southern pine for silo staves.

Those readers having above stock to offer and interested in getting in communication with the inquirer will be given the name upon

#### B 997-Locust Boards Sought

Franklin, Va., March 2 .- Editor Hardwood Record: Can you inform us where we can buy locust in two inch boards? We want several carloads of these.

The above has been supplied with a few names of manufacturers handling locust. Others interested can have the address by writing HARDWOOD RECORD .- EDITOR.

#### B 998-In the Market for Quantity of Soft Maple

Urbana, O., March 6 .- Editor HARDWOOD RECORD: We expect to be in the market for a quantity of 4/4 and 6/4 soft maple. Can you put us in touch with some one manufacturing this material?

The above inquirier is a woodworking institution and anybody desiring the name should write HARDWOOD RECORD .- EDITOR.

Reference to "Mail Bag" Must Be Accompanied by Stamped Envelope to Receive Reply.

## Clubs and Associations

#### Promising Plans for Wholesalers' Annual

Reports received at association headquarters, 66 Broadway, indicate that the twenty-fourth annual meeting of the National Wholesale Lumber Dealers' Association, at Philadelphia, Pa., Wednesday and Thursday, March 15 and 16, Bellevue-Stratford hotel, will be very largely attended. dent Gordon C. Edwards was in New York last week and with E. F. Perry, secretary, attended a conference in Philadelphia with J. Randall Williams, B. Franklin Betts and George F. Craig of the local committee. The program for the business sessions will include prominent topics, and advices received indicate that there will be some good discussions on lumber credits, embargoes against lumber and building material, terms of sale, the merchandising of lumber, and the value of the salesmen. Within a few days the committee will be in position to announce its program complete. At the banquet to be held on Thursday evening several speakers of national and international reputation will give a message suitable to the time and occasion. A large number of reservations have already been made for banquet tickets. Ladies will participate in the banquet with the men and be present at the after-dinner speeches. On Wednesday evening a reception will be tendered to the members and guests by the Philadelphia Wholesale Lumber Dealers' Association-this will be for both gentlemen and ladies. The hotels report a large number of reservations, and as most of the members will want to be at the association headquarters they are urged to arrange for accommodations promptly.

Monthly Meeting of Philadelphia Exchange

The regular monthly meeting of the Philadelphia Lumbermen's Exchange was held on March 3, being preceded by a supper in Griffith Hall. More than sixty were present. It was decided to eliminate vaudeville at the annual banquet to be held April 11. The diners will be addressed by prominent speakers, and an orchestra will play during the evening. The business meeting will be held in the afternoon at 1420 Chestnut street in the exchange rooms. Relating to grain embargo at this time, the railroad and transportation committee presented a resolution, which was adopted, urging all members of the exchange to submit a daily report to Secretary Lank of the number of cars of lumber received and just how long was required to unload the cars. The daily statistics will be presented to the Pennsylvania Railroad to show that lumbermen are in no way to blame for the local congestion of freight. Even if these

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

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#### Cincinnati Lumbermen's Exchange Meets

After the members had adopted the constitution, the first election of officers took place with the following result:

Directors for three years: Dwight Hinckley, J. Watt Graham, and J. H. Donnes.

Directors for two years: W. J. Eckman, E. J. Thoman, and George Morgan.

Directors for one year: Chester F. Korn, H. J. Lewin and Fred W. Mowbray.

#### Cincinnati Builders' Exchange Holds Election

The roll or regular ticket, was successful with one exception, that of secretary, in the annual election held last week by the Builders' and Traders' Exchange. The election was featured by the keenest rivalry that has characterized these elections in some years. The candidates on the two tickets lined up as follows: Red ticket—William H, Miller for president and George W. Baker for treasurer (red ticket also endorsing these two candidates—hence no contest): Henry Niemes for secretary and William C. Bunyan, William Harig and B. J. Shine for directors.

The blue candidates were A. E. Otte, Jr., for secretary (elected) and K. W. Maxon, William Harlg and Max Stopper for directors.

An appetizing luncheon was served during the progress of the ballot

After the installation of the newly elected officers, which followed immediately after the result was announced, A. A. Winegartner, assistant secretary, read a report of the National convention, which was held at Baltimore last week. The National convention was largely attended by members of the Cincinnati Exchange.

#### Meeting of Cincinnati Club

Opening guns in the annual election campaign of the Lumbermen's Club of Cincinnati were fired at the regular monthly meeting March 6 at the Hotel Metropole grill room, when nominating committees were named to prepare the usual regular and independent tickets for the election which will be held several weeks hence. The entire session was taken up with discussion of the coming election and the choosing of the various committees. About forty lumbermen were in attendance.

President Duhlmeler presided and nominated the following committee to name the regular candidates: Fred W. Mowbray, Charles F. Shiels and R. L. Gilbert. The other committee was nominated from the floor and consists of A. V. Jackson, S. W. Richey and George M. Morgan.

The old Lumbermen's Club, on paper, passed into history at this meeting, when the club voted to dissolve the old organization and surrender its charter. As was arranged for several months ago, the club now is operating under a more modern constitution and bylaws, the form of organization being changed from an association for profit, to a corporation not for profit.

#### New Year Book National Hardwood Association Completed

The 1916 year-book of the National Hardwood Lumber Association, Chicago, Ill. has just come from the press. It contains a list of the entire membership of the association, including hardwood manufacturers and wholesalers; sketches the progress of the association; cites the benefits of inspection service; analyzes the work done by the bureau of publicity and advertising, and by the mercantile experience exchange; and covers other matters directly interesting to members and prospective members. It also contains the articles of incorporation.

It gives inspection service regulations, covering original inspection and reinspection, and in the back contains a copy of the constitution and typlaws.

#### Evansville Club to Meet

The next regular roothly meeting of the Evansville Lumbermen's Club.

The head at the New Yords of Lotel on Lucolar night, March 14. Derivative several by the martier of it will be brought up, one of the question being the proposition to be active the comparate with the newly of active transfer of converse one. It has been suggested that a greenment furging to table to by the Comber of Converse and that the Evansville Lumbermen's Club be that bureau. Later reports on the milling and transit question will also be read by John C. Keller, traffic manager of the club. A can been wall be erved before the business session.

#### Redwood Association Incorporated

Le Canfornia Redwood Viscontion has seen incorporated under the laws of California for the purpose of collecting and disseminating information and knowledge of the value and utility of redwood timber and lumber, and of the uses to which it is adapted. The association head-quarters are in the Newhall building, San Francisco.

The present officers are: E. A. Selfridge, Jr., president; J. H. Holmes, vice president, and A. B. Wastell, secretary. The directors are: W. J. Hotchkiss, J. H. Holmes, H. W. Cole, C. R. Johnson and E. A. Selfridge, Jr.

#### Memphis Club to Join National Chamber

The Lumbermen's Club decided, at the regular meeting held at the Hotel Gayoso Saturday, February 26, to follow the lead of the Business Men's Club and the Southern Hardwood Traffic Association in joining the Chamber of Commerce of the United States as an active member. This action was taken on motion of James E. Stark, Memphis Vencer & Lumber Company, who attended the recent annual of the chamber of commerce. John W. McClure, president of the Southern Hardwood Traffic Association, and S. B. Anderson, who was elected a director of the chamber at Washington, heartly supported the proposal. Mr. Anderson is the only hardwood lumberman on the board of the chamber. With the Lumbermen's Club a member, Memphis will have the largest per capita representation in the chamber of any city in the United States. Application for membership has already been filed.

In accordance with a motion passed at the previous meeting, President Nickey appointed a committee of five to select two members of the club to be recommended to the National Hardwood Lumber Association for election as directors. C. G. Kadel, who offered the motion, was made chairman. The other members are J. W. Welsh, Ralph May, J. F. McSweyn and F. G. Smith.

The river and rail committee, in accordance with instructions at the previous meeting of the club, gave expression to its objections to the manifest declaration rulings of the Treasury Department and also outlined suggestions calculated to make the filing of these declarations far less troublesome and expensive. The report of the committee was in the form of a letter to Stanley II. Rose, special agent of the Bureau of Foreign and Domestic Commerce, Washington, D. C., and a copy thereof was also forwarded to Andrew J. Peters, assistant secretary of the treasury. The committee emphasized that the expense of making oath before a notary would be quite heavy and that, while exporters at certain points could save this expense by appearing before the collector of customs, there was no such officer at most interior points, thus making the notary expense unavoidable. It was also pointed out that, while an agent could sign instead of the principal, such agent's authority had to be filed at all ports on the Gulf. Atlantic and Pacific coasts with the collector of customs, thus making a troublesome situation when a change among employes became necessary. It also stated that, if an agent was employed at each scaport to attend to the filing of export declarations, his charge would be 50 cents to \$1 per declaration in addition to the forwarding fee of \$3

The committee also dealt with the delays growing out of the refusal of some of the railroads to issue bills of lading until declarations had been delivered to the agents, showing that, in case of firms having branch mills whose invoices are rendered from the general offices, so much time was lost as to cause shipments to miss the vessels on which bookings had been made. It also emphasized that outh as to value was required when this could not be definitely ascertained.

Suggestions made by the committee were: (1) That shippers be permitted, in lieu of the sworn declaration, to file a signed manifest showing the quantity and value of the goods exported. (2) That, if the oath cannot be eliminated, the exporter be permitted to execute a blanket affidavit and place it on file with the Department instead of swearing to individual declarations, this blanket affidavit to cover all manifests and to be just as binding as though the oath was attached to each. (3) That, in order to secure the desired statistical information, the government require exporters to file, under penalty for non-compliance, quarterly or semi-annual statements of their exports, and (4) that, in order to prevent ambiguity, the manifest forms prescribed by the government contain a request for "value f. o. b. port of exit from the United States," instead of "value at time and place of shipment."

The committee concluded by saying: "We are not opposed to the principle of compiling reliable government statistics and desire to cooperate to any reasonable extent."

The report of the committee was unanimously adopted.

The river and rail committee also announced that lumber shippers had won a victory through the decision of the court of appeals in the Pacific coast rate case, thus effecting considerable saving in transportation cost on hardwood lumber shipments.

Julius Seidel, grand snark of the universe, with headquarters at St. Louis, was a special guest at this meeting and delivered an address in which he made a strong appeal to lumber interests to come back to Hoo-Hoo and infuse new life into this organization. E. D. Tennant, secretary of the order, also of St. Louis, was also present.

In view of the fact that Memphis will be host to the Hoo-Hoo at the next annual in September, President Nickey, on motion of John W. McClure, appointed a committee of five to co-operate with a like committee to be named by H. B. Weiss, vice-gerent for the western district of Tennessee, in making the necessary arrangements for the entertainment of those members of the order who come here at that time.

Rabbi Fineshiber was present and thanked the individual members of the club who had contributed \$1,150 to the fund for the relief of stricken Jews in Russian Poland.

#### Structural Timber

The National Lumber Manufacturers' Association, Chicago, has published the first of its proposed series of bulletins on the use of timbers. Some time ago Hardwood Record announced that such a series would be published for the use of lumbermen and builders. The series as now planned is as follows:

Timber for Structural Purposes; Standard Mill Construction; The Selection and General Characteristics of Structural Timbers; Physical Properties and Strength Values; Standard Specifications and Grading Rules; Wood in Fire Resistant Construction; Building Codes; Wood Construction and Insurance; Preservative Treatment; Fire Retardants; Purposition Woods.

Finishing Woods.
The first of the bulletins has been published. It contains twenty pages, and the subject of lumber for building purposes is handled in a general way, since the bulletins which are to follow will deal with particular features of the question. The public is assured that no timber famine is at hand, and none ever will arrive if proper policies are followed in using timber. There is enough and will continue to be enough. The bulletin was written by E. A. Sterling, who is a well-known authority on the subject.

#### With the Trade

#### Maley & Wertz to Close Out Vincennes Plant

Maley & Wertz, well-known hardwood lumber manufacturers of Evansville, Ind., have purchased the interest of George II. Foote in the firm of Maley & Wertz, operating a sawmill and lumber yard at Vincennes, Ind., and the business at Vincennes will be closed out. The company had about two million feet of lumber in its yards at Vincennes and this is now being sold. Just what the company will do with the machinery has not yet been decided. Logs at Vincennes have been scarce for some time and Maley & Wertz thought that in view of the superior shipping facilities in Evansville it would be best to concentrate their efforts in Evansville. The Vincennes plant has been operated for about eight years, Mr. Foote being the manager. The sawmill there is one of the best in that section and the company also had a good location for its lumber yards.

#### Fine New Plant for Evansville Veneer Company

The Evansville Veneer Company, Evansville, Ind., will replace its plant recently destroyed by fire with one of the most modern in the country. A building permit for \$10,000 has been issued to the company by the city building inspector, this being the supposed cost of the naked structure alone. This will have installed in it machinery of the latest make, and all other equipment will be first-class. The plant will occupy the same site on New York avenue and the Belt railroad, but will cover more space than heretofore. It will be constructed of brick with steel window frames. To make it as much of a daylight plant as possible, fully two-thirds of it will be of glass. To lessen danger to employes it will be in its entirety only one story high. Work on the plant has started and the contract calls for its completion and ready for operation within sixty days. The company has gone right ahead with its business and all contracts and orders have been promptly looked after.

#### Report Not Correct

It was recently reported that the plant of the Stolle Lumber Company at Plymouth, Wis., was sold. The Stolle Lumber Company has written that it had no plant at Plymouth and it merely leased a warehouse.

The Stolle company states that the Kiel Woodenware Company has purchased the stock kept in storage at the Plymouth warehouse, and also some small tools that had been installed.

The Stolle company is expecting within a few months to complete its new sawmill and veneer mill at Tripoli to take the place of the plant destroyed by fire some time ago.

#### Buys 12,000 Acres in West Virginia

A statement comes from Sutton, W. Va., that the Davis-Eakin Lumber Company, which has been operating a band mill at Skyles for several years, has bought about 12,000 acres of land in the vicinity of Centralia. The tract consists of two bodies, one containing 3,442 acres and the other somewhat over 8,000 acres. Poplar and hardwoods predominate.

It is stated that a large band mill will be erected at or near Centralia and the timber will be worked immediately. It is also reported there is a possibility of the eventual erection of a chemical plant.

#### W. M. Ritter Lumber Company Puts on New Chicago Representative

The W. M. Ritter Lumber Company of Columbus, O., has appointed H. M. Sedgwick as representative in the Chicago territory. Mr. Sedgwick was formerly with The Mowbray & Robinson Company, Cincinnati, O., and has had an extensive experience in hardwoods. He has been located at the Ritter mill at Beaver, W. Va.

Mr. Sedgwick succeeds George H. Ostrander, who was recently appointed sales manager of the Utley-Holloway Company, Chicago. He will be located at 6207 Drexel avenue, Chicago.

#### Eastern Lumberman Announces Coming Marriage

Herbert E. Sumner of the Sumner Lumber Company, 50 Church street, New York City, will be married to Ethelynd Louise Nostrand, daughter of Mr. and Mrs. John Nostrand of Brooklyn, N. Y., on Thursday, March 16, at the St. Paul's Congregational Church. Invitations for the function have already been issued.

#### Arkansas Lumber Shipped to West Virginia by Water

A large consignment approximating 500,000 feet of lumber from Arkansas arrived at Huntington, W. Va., recently via the Mississippi and Ohio rivers. The stock was delivered to the Nicholson-Kendle Furniture Company, Huntington. The use of this southern stock in competition with West Virginia product was made possible by the purchase of the cargo at a time when the market was considerably off.

#### Wildermuth Bending Company Is Reorganized

J. C. Rash, formerly manager of the Shawnee Lumber Company of Cincinnati, O., which company was connected with the Brodhead-Garrett Company of Clay City, Ky., writes that he is now secretary-treasurer and buyer for the Wildermuth Bending Company, Columbus, O., manufacturer of bent rims, spokes and porch furniture. Mr. Rash states that Mr. Garrett, president of the Brodhead-Garret Company, is also president of the Wildermuth Bending Company, and that the business of the Shawnee Lumber Company is now handled direct from the mill at Clay City. He also states the Wildermuth Bending Company is a new organization retaining the name only.

#### West Virginia Hardwood Purchase and Consolidation

The Hewitt lumber interests in West Virginia have been consolidated as a sequel to the recent purchase of a large boundary of timber in the Norfolk and Western district. The D. E. Hewitt Lumber Company has been incorporated with an authorized capital stock of \$250,000, D. E. Hewitt of Huntington being president.

The new timber comprised 8,000 acres, representing an investment of about \$150,000. A band mill is planned for the operation, which will employ about 150 men.

The new D. E. Hewitt Lumber Company is a merger of the A. M. Hewitt Lumber Company, the Wolf Creek Lumber Company and the D. E. Hewitt Lumber Company, the incorporators being D. P. Hewitt, Ruth C., Cora M., and Lina Hewitt.

The timber was purchased from New York interests,

#### Will Start a Small Hardwood Operation in West Virginia

It is reported that Dr. B. P. Garred, located in Kanawha county, West Virginia, has sold to William Triplett of Boone county a tract of timber in Louise, Ky., for \$9,000. The timber consists principally of oak and poplar with some chestnut. It is stated a sawnill will be operated on the land by the purchaser.

#### Regarding Timber Trade of India

The value of the total trade in wood and timber in India for the fiscal year ending March 31, 1915, was \$2,676,060, showing a slight decrease from the previous year. In railroad sleepers the United States had a share of \$410,000 of the total of \$1,174,000. As the supply of first-class sleeper woods in India is limited, experiments in the treatment of less durable timbers for tie purposes have been in progress for some years.

The export trade showed a total, excluding wood manufactures, of \$3,114,000, of which teakwood accounted for about \$2,757,000 and sandalwood \$162,000. There has been a steady decrease in the exports of teakwood, there being a heavy decline of 10,684 cubic tons in 1913-14, due to deficient supply. This was followed by another fall of 6,000 cubic tons in 1914-15, although the value showed a considerable advance.

#### Takes on New Representative

The New York Forest Products Sales Company, Inc., 120 Broadway, announces that G. E. Goddell, formerly representative of the Probst Lumber Company of Cincinnati, O., has associated himself with the Forest Products Sales Company.

#### Big Timber Deal Consummated

The report comes from Parkersburg, W. Va., that George Houck of Philadelphia, acting for the company which he represents, has closed a deal disposing of a large holding of 31,000 acres of land in Highland county, which was purchased a year ago. This tract brought \$275,000 on the first purchase, and it is said this new deal gives a good profit to the handlers. The timber is principally white oak of good quality.

#### Sawmill Destroyed

The sawmill belonging to J. D. Cameron & Son Company at Mobile, Ala., was destroyed by fire recently, with a loss of \$20,000. The mill

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W. A. Runge Joins Medford Veneer Company

55 Market No. 10 No 

Large Chicago Fire Loss

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Clarence Boyle, Inc., Makes Mill Connection

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Chair Factory for Oklahoma Town

It is reported from Okmulger Okies that a 1 set is forward probably whose itself there in the near future has a few start procedurary negotiations recently carried on between the local Chamber of Commerce and various capitalists. A site conveniently located in the town has been selected. Information, so be some as to the identity of the courts

Removes Office to Philadelphia

The Cherry Roser Boom & Lamber Company, which has been be ated at Scranton, Pa., for years, announces that on March 3 it moved the sales department of that company and the Hebard Cypress Company to the Pennsylvania building, Fifteenth and Chestnut streets, Philadelphia. The company requests that all inquiries, remittances and correspondence · addressed their

West Virginia Mill Opens Up

The Lewis Leanuer Company's plant at APeright W. Val, has resumed operation after being down for several months. Former Senator Jas. W. Flynn of Kingwood, W. Va., has been in charge of the affairs of the creditors while matters were adjusting themselves. W. A. Wilson & Son of Wheeling are operators of the plant. By this time it is running in full blast.

A Growing Sawmill Village

Harmonat Hal & Co., are installing sawmills at Cusas, about two miles also e Centrelia on the Baltimore & Ohio in West Virginia for the perpose of working up timber on about 10 000 icres of land. The company is building this sawmill village, which will be inhabited by 200 or 200 people. It has already completed the erection of twenty dwelling houses.

According to recent reports the frame of the macros up and completion will be rushed. The structure will a GOX100 feet and will be fitted with a double cutting circular saw with a capacity of from 20,600 to 25,000 feet daily. The mill will be supplied by railroad from timber owned as the company.

It is also stated that the Arcadia Coal & Lumber Company is creeting a mill about one mile above Custis to work up about 2200 acres of hardwoods.

#### Starts in Wheel Stock Game

Joseph H. Wilder announces that after twenty live years of continuous service with the Royer Wheel Company, Aurora, Ind., he has decided to continue the sale of vehicle wheels and wheel material on his own account. Being long familiar with the making of wheels in every stage of their manufacture, Mr. Wilder is in position to give expert service as well as the best of material. He writes he is soliciting orders for Sarven, Warner, and compressed band light and medium sized wheels in all grades, and that while carload orders are desired he will give careful attention to the smallest orders.

Among other types of wheels which he can furnish are Archibald wheels for all purposes, wheels for baggage trucks, hand carts, and all wooden wheels for agricultural implements, such as seeders, rakes, etc. Mr. Willer is also soliciting orders for heavy wheels with special from hubs. He has wheel material in the rough or finished ready to put wheels together. He furnishes this stock in blokory, oak and ash lumber, as rim strips, spokes, billets and as dimension stock of every description.

#### Boat Building Corporation Moves Headquarters

The Great Lakes Boat Building Corporate to trummers its acquisition of the shops, yards, organizations, designs and good will of the St. Louis Yacht and Boat Company and the Milwesser Yest and Boat Company, both builders of well-known types of boats. The corporation has a capital stock of \$120,000 fully paid up. The organization includes men with successful records in the management of large undertakings, three trained engineers and a naval architect of high standing, and a corps of skilled

workmen under a superintendent with twenty five years' experience in

the construction of Fig. (2) decreted and the company's point received at 1 ft mile from Lake Michigan on the kinn common river televise Below and Greenbush streets, Milwaukee, It is claimed it is observed to easily and test equipped plants of its kind as the country. The convex effect of the corporation are in the office building adjoining, permitting of close supervision.

The variety of over the state of the water frontage of 400 feet and a depth of 260 feet, and include a dock, yacht basin, 200 ton motor driven marine tailway, a large cram, gasoline and oil station, locker house and other

#### A Lumberman Devoured

Lumbermen in the country have their perils by land and water, but there are worse things for lumbermen in the Philippine Islands, according to a news item in an island paper. It says that Lawrence F. Staugh, a logging contractor, recently lost his life by attack from a savage crocodile in one of the rivers. There are some things that a lumberman in America should be thankful for

#### International Mill & Timber Company Will Build New Plant

The ready cut house factory of the International Mill & Timber Company of Bay City, Mich., which was destroyed by fire a couple of weeks ago, will be replaced immediately by a new and larger mill. As the spring building season is rapidly approaching, the work on the new plant will be rushed with all possible haste. The damage is estimated

#### Merrill Veneer Plant Shut Down

On account of pending changes in and additions to the equipment of the plant of the Merrill Veneer Company, Merrill, Wis., the operation has been closed down for a short time. The changes in equipment will be for the purpose of the utilization of certain by products. N. DesRosier will be superintendent of the plant as well as a stockholder.

#### Wisconsin Company Has New Interior Finish Plant

The interior finish plant of the Fernholz Lumber Company, Jefferson, Wis., which was recently destroyed by fire, has been replaced by a modern structure of a fireproof character, at least the structure itself is up and approaching completion. The plant will employ about fifty men,

#### Moving Lumber Electrically

One of the most recent applications of electric motor power is for the purpose of moving lumber at the sawmill plants by electrical tractors. It is claimed that one electric tractor performs the work of seven mules and seven drivers and minimizes the cost of lumber handling.

To the end that a proper appreciation of the possibilities of the electric tractor in the sawnill yards may be gained, A. J. Marshall, secretary of the Electric Vehicle Association of America, New York, N. Y., has gathered together data showing what has been accomplished.

One of the most typical installation is at the plant of the Industrial Lumber Company, Elizabeth, La. This mill has a capacity of about 300,000 feet a day. The Industrial company after looking into the expense of hauling of lumber from the mill found that it required twenty mules and a corresponding number of men. The company eventually decided to purchase electric tractors.

The tractors employed have a capacity of seven and a half round trips, or 2,400 feet each per hour, hauling an average of 1,500 feet of lumber or three-and-a-third tons.

The Industrial Lumber Company has five miles of tramways running from the mill to all parts of the different yards, the tramways being from 16 to 20 feet wide and are floored with three-inch timber. At the mill the tramways are about twenty feet from the ground, sloping to about four feet at the opposite end of the yard. This tramway lumber is worth about \$13 per thousand board feet and cost \$5 per hundred for laying. There is a necessary renewal charge for the tramways every three years of about \$25,000. Mr. Marshall raises the point in his analysis that rubber tires used on the tractors obviously show a great saving in this renewal Item alone.

In the hauling of lumber from the dry kilns and sheds to the planing mill, and from there to the freight cars, the use of mules is difficult and not only hard on the mules, but difficult for the trucks as the hauls are very short and the roads tortuous. The truck has to get between planers and in other narrow places and into the drying sheds where it is necessary sometimes to back down a narrow aisle.

The point is raised that in this class of work the tractor shows the greatest saving, due to its flexibility of operation in the smaller spaces and the ability to load and unload quickly. It is estimated that in one working one tractor displaced seven mules and five men, making thirteen round trips per hour with 1,100 feet of lumber per trip, the average distance covered per round trip being 2,000 feet. It is claimed that in transferring lumber from the dry kilns to the dry sheds, one tractor will do in two hours work that usually took two mules all day to accomplish.

Referring again to the case of the Industrial company, it is estimated that the total operating cost for sixteen mules, including feed, shoeing, stable help, labor and repairs to tramways, is approximately \$22,590 per year, while the operating expense of the three tractors, including renewal of batteries every year, renewals of tires every year, renewals of chains, gears, etc., labor and repairs to tramways, amounts to \$9,717. No current has been figured in the operating costs of the three tractors, as the amount used is not considered of any great

consequence. Assuming that a mill were to buy current at four cents per kilowatt hour, the cost would not average over \$200 per tractor per year.

The total cost per year of mule equipment, including the entire investment, fixed charges and operating costs, is \$24,358, while the total

cost of electric tractors is \$11.115 per year.

Another plant installing electric tractors in place of the mule haul is the Bodcaw Lumber Company at Stamps, Ark., where three tractors had displaced fifteen mules and drivers. It was later found, however, that two tractors could do the work and the third tractor is used to haul the finished lumber from the sheds to the cars which had previously required six mules and six drivers. This makes a total of twenty-one mules and twenty-one drivers that are now being supplanted by the three electric tractors and three drivers and a helper.

It is estimated in this case that the expense for ownership, upkeep, depreciation, insurance and operation of one of these tractors when working a little less strenuously than the Bodcaw mills work theirs. is approximately \$6 per day or less, but crowded to its full capacity, by performing the work of seven mules, the cost increased to about \$7.50

Working on the basis of a daily mileage of fifteen miles per horse, and that a good day's work is the moving of 15,000 feet of lumber one mile or its equivalent, the average of the electric tractor that will tow 1,500 feet of lumber three and a half miles in an hour compares very favorably.

A further point is raised in the article that the electric tractor minimizes fire hazard in places where shavings and sawdust could be easily ignited by sparks or hot gases emitted from gasoline machines.

#### Sherfeesee in China

W. F. Sherfeesee, director of forests in the Philippines, has returned to China where an offer was made him some time ago to head the Chinese forestry bureau. He is on furlough and has not resigned his office in the Philippines; but by reading between the lines it may be assumed that it is his intention to do so. Persons who have returned from the islands in recent months say that American officers there are not counting on staying long, because the constant menace of abandoning the islands, which American politicians at home are busily agitating, takes all ambition out of Americans there, and they have no heart to engage in serious work, which may soon be thrown away.

#### Crandall & Brown Building Mill

F. L. Brown of the Chicago firm of Crandall & Brown returned from the South a couple of weeks ago after completing the arrangements prior to the erection of a large sawmill plant at the village of Pearl River, St. Tammany Parish, La.

Crandall & Brown have for many years made a specialty of cypress lumber, shipping it to all sections of the country. They have always carried a large assortment of stock at the Chicago yards, which is disposed of locally and used to supplement car shipments in the Chicago district.

The mill proposition was decided upon to insure a constant and large source of supply. To this end a considerable quantity of standing red cypress timber of good quality, enough to secure a cut of at least ten or twelve years has been secured on Pearl river. The mill will probably be ready for operation some time in June. The output will consist of rough lumber, lath and shingles.

James N. Crandall of Chicago will be president; J. D. Stockstill, Picayune, Miss., vice-president; T. E. Murrhec, Pearl River, La., secretary; Frederick L. Brown, Chicago, treasurer.

#### J. M. D. Heald

J. M. D. Heald, surviving member of the widely-known hardwood firm of Price & Heald, Knickerbocker building, Baltimore, Md., died on February 25 after an iliness of nearly a year. He was born sixty-five years ago in Baltimore as the son of the late John H. Heald, founder of the firm of John H. Heald & Co., manufacturers of tanning extract and other products at Lynchburg and Radford, Va., and for many years engaged in the sawmill business in Baltimore. In 1874 the son with the late Richard D. Price who passed away about three years ago, formed the partnership of Price & Heald, as the successor to the hardwood firm of Richard Price & Sors, founded a generation before that by the father of Mr. Price. The new house attained gratifying sucess, being especially prominent in export trade, in which it was a pioneer.

Mr. Price had married a sister of Mr. Heald. Though Mr. Heald always kept more closely to the office than his partner, he made a large number of friends, who held him in very high esteem. Mr. Heald also became vice-president of John H. Heald & Co., Inc., when the extract manufacturing concern was incorporated, and held a similiar office with the Hughes Furniture Manufacturing Company. He was a member of several local clubs and very fond of hunting. After the introduction of the automobile he became an ardent motorist, touring Maryland and many other states. He is survived by his wife and two children, one of the latter, a son, Edward Ernest Heald, being in charge of the extract works. Mr. Heald left no will, and letters of administration on his estate have been granted to the widow, who bonded in the sum of \$100,000. The value of the estate has been estimated at upwards of a quarter of a million dollars.

#### The Desoto Hardwood Flooring Company

The Desoto Hardwood Flooring Company has been organized in Memphis, Tenn., to succeed the Poplar Products Company. The capital stock was increased from \$20,000 to \$50,000 and the plant operated by Geo, O. Friedel & Co. has been taken over. The machinery is now being installed and operations will begin as soon as the necessary equipment has been put in. J. W. McClure of the Bellgrade Lumber Company is president, T. A. Taylor is vice-president and Geo. O. Friedel secretarytreasurer. The company will manufacture oak flooring. This makes the second large flooring plant for Memphis.

## Pertinent Information

Appeal Lumber Rate Case

The Southern Pacific Company and other railroads involved in the suit instituted several years ago in the Tennessee federal court by the Darnell-Taenzer Lumber Company and others, to recover from the railroads reparation awarded them by the Interstate Commerce Commission when it held that a rate of 85 cents on lumber shipments was unreasonable and fixed the rate at 75 cents, will carry the case to the United States Supreme Court. The preliminary step was taken last week when the United States circuit court of appeals handed down its opinion affirming the decree of the Tennessee court awarding judgment to the lumber companies for the difference between the alleged unreasonable rate paid and the rate fixed by the Interstate Commerce Commission. This makes the second time the appellate court has passed on this judgment. The case has been watched with great interest by lumbermen for several years,

#### New Rate on Hardwoods to Pacific Coast

The hardwood mill operators at Pine Bluff have been notified that the new rate on hardwood lumber to the Pacific coast became effective on March 5. Under the new rate this class of lumber will take a rate of sixty cents for hundred instead of eighty cents, as has heretofore been the case. This big reduction will enable the Arkansas mills to compete with importers of oak lumber from Japan. Heretofore this was impossible, as the Japan logs are received in this country with no import duty. The Japanese oak is now used extensively along the western coast, and many mills there are engaged in sawing the foreign timbers into finished lum-

When the Panama canal was first opened a rate of fifty-five cents was put in effect, but as this route is practically closed to lumber shipments, the rate proved very ineffective to Arkansas hardwood manufacturers. There are three large hardwood mills in Pine Bluff and a number of others throughout the state that will be benefited by the new rate. During the month of February last one of the Pine Bluff mills shipped twenty-nine cars of oak lumber to the Pacific coast in spite of the high rates.

#### Prospective Lumber Rate Hearings

Hearings of importance to the hardwood industry are scheduled as follows:

Memphis, March 14. Examiner Mackley:
I. & S. 745. Southeastern Lumber.
I. & S. 775. Lumber to the Northwest.
Memphis, March 17. Examiner Mackley:
No. 8528. Kraetzer-Cured Lumber Company vs. Yazoo & Mississippi Valley Railroad Company.

Lamb-Fish Lumber Company vs. Yazoo & Mississippi Valley 8529.

No. 8529. Lamb-Fish Lumber Company vs. Yazoo & Mississippi Valley Railroad Company.

Dubuque, Ia., March 20. Examiner Money:
I. & S. 764. Lumber to Montana points.

Washington, D. C., March 20:
I. & S. 490. Lumber transit privileges at Buffalo, N. Y.
No. 7506. Fuffalo Lumber Exchange vs. Alabama Central Railway.

Chicago, March 27. Examiner Money:
No. 8587. Marsh & Truman Lumber Company vs. Louisville & Nashville.
No. 8591. Bagdad Land & Lumber Company vs. Grand Rapids & Indiana.

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New Orleans, March 27. Examiner Fleming:
No. 8482. Phil I. Adams vs. Illinois Central.
Jackson, Miss., March 29. Examiner Fleming:
No. 8553. Warren Goodwin Lumber Company vs. Alabama & Vicksburg.
Green Bay, Wis., April I. Examiner Wood:
No. 8360. Diamond Lumber Company vs. Chicago, Milwaukee & St. Paul.

Paul.

Escanaba, Mich., April 3. Examiner Wood:

No. 8286. Northwestern Cooperage & Lumber Company vs. Minneapolis,
St. Paul & Sault Ste. Marie.

No. 8508. Southern Lumber & Manufacturing Company vs. Tennessee
Railway Company.

Memphis, April 11. Examiner Fleming:

I. & S. 778. Lumber from Mississippi.

Dulutin, Minn., April 12. Examiner Wood:

No. 8450. Duluth Log Company vs. Northern Pacific.

No. 8473. Duluth Log Company vs. Minneapolis, St. Paul & Sault Ste.

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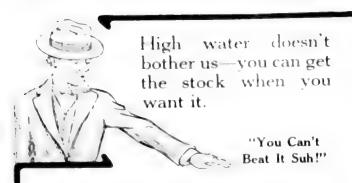
No. 8541. Duluth Log Company vs. Minneapolis, St. Paul & Sault Ste.

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I. & S. 778—The commission has suspended from January 12 until May 11 the proposed withdrawal of joint commodity rates on lumber, in carloads, from points of origin on the Yazoo & Mississippi Valley to Spokane, Wash., and other points in the states of Washington and Oregon. The present rate is seventy-five cents per 100 pounds. The proposed combination rate is ninety-two cents.



## KENTUCKY OAK

like the Kentucky thoroughbred, was selected by Providence to represent perfection.

A most satisfying uniformity in color, beauty of figure and texture characterize this stock.

To use any of the following items will make you want more:

- 5 cars 1x6-16 Oak Fencing
- 25 cars 4.4 No. 1 Com. Pl. Bed Oak 4 cars 4.4 No. 1 Com. Pl. White Oak
- 3 cars 5 4 No 1 Com & Bet. Pl. Red Oak
- 2 cars 4 4 let & 2d Qtd White
- 2 cars 4'4 No 1 Com Qtd White
- Cars 1 4 No 2 Com Poplar.
- Cars 4 4 No. 2 A Com. Poplar
- 1 car 4/4 Stained Sap Poplar I car 4 4x11 in and up Agricul-
- 1 am 44 No 2 Com & Bet. S and Wormy Chestnut
- 10 cars 4.4 No. 1 Com. & Bet. Chestnut
- 1 car 4 4 Log Run Buckeye

#### E. R. Spotswood & Son LEXINGTON KENTUCKY

#### Few Name All Woods

In connection with the various building shows that have been held during the last couple of months at Muscatar, Iowa, Cleveland, O., Kansas City, Indianapolis and Minneapolis, a great many thousands of people reade efforts to identify the eighteen wood samples exhibited by the National Lumber Manufacturers' Association, the successful identifications of which was to be rewarded by one prize of ten dollars in each case.

Of the thousands who made the attempt only eight succeeded in naming correctly all eighteen woods. There were ave in Cleveland; two in Muscatine, and at the Dayton, Kansas City, Minneapolis and Indianapolis shows combined there was only one successful contestant. Many women, manual training school pupils, boy scouts as well as practical lumbermen endeavored to give the correct answers.

The eighteen woods exhibited were as follows:

No. 1, whate eak, No. 2, soft maple. No. 3, lock ash; No. 4, beech; No. 5, yellow birch; No. 6, basswood; No. 7, white pine; No. 8, Norway pine; No. 9, western red cedar; No. 10, redwood; No. 11, tupelo gum; No. 12, black gum; No. 13, Port Orford cedar; No. 14, Arkansas soft pine; No. 15, longleaf pine; No. 16, cypress; No. 17, North Carolina pine; No. 18, Douglas fir.

A secondary contest offering one dollar for the successful identification of four samples turned in more winners. These woods were: No. 1, basswood; No. 2, tupelo; No. 3, cottonwood; No. 4, yellow poplar.

#### Curious Classification

The road supervisors in the Philippines seem to have gone beyond similar officers in the United States in classifying their highways. The following is the classification recently announced in a published report: Wild pig trails; Ranger trails; Farmer trails; Mail carrier trails; Other people's trails; School teacher trails.

#### Forest Products Exports

The Bureau of Foreign and Domestic Commerce at Washington has published export figures for December, and likewise for the whole year

The total exports of wood, including raw and manufactured, amounted In value to \$114,777,513 in 1913, to \$74,965,170 in 1914, and \$55,269,275

Summaries for December exports follow for 1914 and 1915:

		141
Regard logs	S 7 8 270	\$ 70.270
Square logs	30,139	315,378
I un er .	1 4 / 615	2,287,938
Railroad ties		214,339
Shangles	2.544	1,879
Box shooks	. 106,344	144,165

There is all week	27.715	93,190
×1,11.	110 61	328,881
11c (1.1)	1 . 1.4000	129,247
The research and reduction	21 600	25,251
Latte tare and an area	215 5500	293,011
Lagrange Carrella	156 154	54,092
It is a street -	7.176	6,022
H to of telebring	12 5 . 6	46,745
March 1 Walter	1.4.402	40,833
W 1 1 1 1 1 1	216 25 6	224,444
11 10 13 1 F %	161 165	655,928
Lotal	\$2,900,212	\$5,173,383

#### Walnut for German Gunstocks

No considerable and anti-ch American walnut has reached Germany since the opining of the war and walnut for gune tools has come from elsewhere. Part of the demand we must be trees which grow in Germany. The occuoled pertion of northern I rates furtished only by The Germans have cut and shipped to Cornerry all the fire varient trees of Epernay, on the Marne river. Even that lings supply proved inadequite and walnut has con bought in Switzerland. When they or legs are purchased in that country they are cut into door sone took on Swiss mills, because the Swiss like prohibit the exportation of wilmit logs. Some fine walnut grows in the part of the Balkan's occupied by German and Austrian troops, and this is being invoiced ready for cutting.

#### Aspen for Matches

The mutch factors in northern I urope use large quantities of aspen or quaking poplar. This wood is not much used in the United States where white pine is the principal matchwood, supplemented by some sugar pine and Port Orford cedar on the Pacific coast. The preference shown for aspen in Europe is due to the facility with which this wood absorbs parafine. There seems to be something peculiar in aspen's absorbative qualities. It is preferred for oyster knife handles in the shucking sheds in New England, because the handle never becomes slippery and difficult to hold. It is not a wood remarkable for its porosity. In fact, it appears to the naked eye to be a non-porous wood. However, it contains an immense number of very small pores which may be seen only under a magnifying glass.

#### Useless Effort

An earnest appeal has come from F. C. Roberts, chief of the Bureau of Labor of the government of Porto Rico, wherein it is stated that the efforts of American merchants in attempting to acquire markets in Latin America for American products was watched with great interest by the authorities at Porto Rico. It is acknowledged that the aspiration was entirely legitimate and the lack of adequate results from the efforts so far expended, much deplored.

The appeal, which was contained in circular form, maintains that everything inclined the Porto Rico authorities to think that American commerce was on the way to victory, but that the manner in which the propaganda in favor of the American commerce has been carried on has been the greatest cause of preventing the American commerce from getting ahead of European commerce in Latin American countries.

By this it has in mind the fact that American concerns have solicited business through correspondence, circulars, catalogues and other literature, using the English language, whereas a vast majority, practically all in fact of the Latin Americans, do not speak English. The circular states that among the people in Latin America there is not even one for every 3,000 who can speak this language, Spanish or Portuguese being the only languages used. It is apparent then that catalogues and other advertising matter printed in English are absolutely useless.

The purpose of the circular is to interest American merchants in all lines in the possibility presented by the free employment bureau of labor at San Juan, which provides free of charge, absolutely reliable, young Latin Americans to fill positions as clerks, stenographers, translators, salesmen and in other capacities. It is easily understood that with this element of contact between the American merchant and the Latin American markets, the task will be much easier and the accomplishment much more thorough.

It is equally apparent, according to the circular, that without intelligent direction of sales work, following intelligently prescribed lines, taking into account the language, customs, characteristics and habits of the prospective Latin American customer, little progress can ever be made.

The government's free employment agency has been unqualifiedly endorsed by various bedies with which it has been brought into contact in this country.

#### The Larch Mistletoe

In some forest regions of the Northwest mistletoe is so abundant that the damage which it does assumes at times a serious aspect. Recent investigations of the United States Department of Agriculture have shown, that the deterioration of the western larch in the more open and exposed stands of the Whitman National Forest in the Blue Mountain section of Oregon is due to mistletoe. Although not so valuable as yellow pine and Douglas fir, the larch when free from mistletoe produces large saw timber. Trees attacked in early life by the larch mistletoe, however, seldom produce a good grade of merchantable timber, and all infected trees show poor health and reduced diameter or height. It is recommended that in making timber sales, all larches affected with mistletoe be cut, whether the trees are merchantable or not. The effect of thinning is to promote the development of the parasite in the crown. It is desirable, therefore, to cut all infected trees, so far as this is practicable in lumbering operations.

## NOW IS THE TIME TO BUY

Let Us Quote You

OAK
POPLAR
BAY POPLAR
S. L. YELLOW PINE
RED & SAP GUM
WHITE ASH
HICKORY

BAND MILLS
PLANING MILLS
DRY KILNS
SPECIALTIES
QUARTER SAWN
WHITE OAK &
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## "OAK FLOORING SPECIALISTS"

We have at present a well assorted stock of

Fine Quartered White Oak, Plain White and Red Oak, Poplar, Ash, Tupelo and Sap Gum

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## H. H. HITT LUMBER CO.

Manufacturers of

"TENNESSEE VALLEY HARDWOODS"

Hardwood Lumber



Hardwood Flooring

DECATUR, ALABAMA

Eastern Representative, W. F. BIXBY, Jamestown, N. Y.

## THE popular Birds Eye Maple Furniture is made from our Bleached Veneers that will not Turn Yellow.

Send for Samples

#### BIRDS EYE VENEER COMPANY

Escanaba, Michigan

## Hardwood News Notes

#### =≺ MISCELLANEOUS ≻===

The Condition Chair Company, and P. Mickey Teorganizhta.

The Michigan Bex Company best out to first below the Michigan The Secretal two Company Marks in the Versian Cornellar loss of

The Liu Serton Venour Connectavity of the effect an originated at Lumber ton, Miss.

The Tenstrike Manufacturing Company has been organized at Ten Strike. Minn., to manufacture boxes.

The capital stock of the Jone Pugger Chart Congray, Bloomfield Ind. has been increased to \$70,000.

The Thornburg Chair Manufacturing Company has succeeded the Hudson Chair Company at Hudson, N. C.

At Harms are Miss, the Winston Lead and Timber Company has

been incorporated with a capital of \$100,000. An involuntary petition in bankruptcy has been filed by the Cape Fear

Manufacturing Company, Greensboro, N. C. At Chillicothe, Mo., the Gun Stock Manufacturing Company has been

incorporated with a capitalization of \$5,000, F. B. Ret. as arriculess that he becomes distribute of business

to 109 Atkinson street, Boston, adjacent to the South Bay Storage Com-Pany

E. S. Bruner of Orangeburg, S. C., and associates, plan the organization of a company to build veneer plant requiring construction of buildings

The Roanoke Spoke & Handle Company, Inc., Roanoke, Va., has been Incorporated by James P. Garrett, president and James P. Garrett, Jr., secretary. The capital is \$50,000,

The Cambridge Furniture Manufacturing Company has been incorporated at Cambridge, O., by C. C. Cosgrove, W. S. Suit, D. B. Garry, W. D. Deselon and W. J. Gillespie. Capital, \$50,000.

At St. Louis, Mo., the Louisiana Lumber and Cooperage Company has been incorporated with \$50,000 capital and the Wilson Land and Lumber Company has been incorporated with a capital of \$25,000.

The Hardwood Lumber Company's new mill at Sandersville, Miss., has begun the manufacture of lumber and will also cut furniture stock. H. S. Smith, one of the owners, is an experienced millman.

The Yemoe Manufacturing Company, Springfield, Mass., has been incorporated to manufacture furniture.

The capital stock of the Colonial Manufacturing Company, Zeeland, Mich., has been increased to \$150,000.

#### =< CHICAGO >

The Northwest Side Stair Works, Clarice has been in organized

W. K. Jackson, of the Buffalo, N. Y., firm of Jackson & Tindle, passed through Chicago on his way west last week

I. N. Bushong, president of the Northwestern Cooperage & Lumber Company, Gladstone, Mich., was a prominent northern visitor a week

W. E. DeLaney, R. M. Carrier, P. W. Wetmore and Lewis Doster, wellknown in hardwood manufacturing circles, left New Orleans last week for Cuba, the ostensible purpose of the trip being to assist Mr. Doster in entirely overcoming his recent attack of inflammatory rheumatism.

A receiver has been appointed for the Kucik Brothers Manufacturing Company, this city.

P. B. Yates of the Berlin M. hane Works, Beloit, Wis, spent a few

which the goals that a second to the control of the week trip to New Ores

8. P. Weiver of Weiver Brothers, Shreveport, La., spent several days of last week in Chicago on business.

Thomas Forman of the Thomas Forman Company, Detroit, Mich., spent a few days in Chicago I st week

Fred W. Mowbray of the Mowbray & Robinson Company, Cincinnati, O., was in the city for a bort time a week ago

R. J. Lockwood of the Memphis Hardwood Flooring Company, Memphis, Tenn., was in Chicago last week looking into flooring conditions.

Ray E. Pickrel of the Pickrel Walnut Company, St. Louis, Mo., stopped off at Chicago for a few days on his way home from an eastern trip.

A. P. Steele of the Carrier Lumber and Manufacturing Company, Sardis, Miss., made a short business trip North a week ago and spent a day or two in Chicago.

Fred S. Morse of the Fred S Morse Lumber Company, Springfield, Mass., was in Chicago for a few days en route to the Arkansas and Tennessee country for a ten days' trip.

#### -----≺ MILWAUKEE >-----

Judging from the building activity, lumbermen ought to meet with a good business this spring. During the first two months of the year the total building involument amounted to \$3,187,837, representing a gain of nearly \$2,500,000 over the corresponding period in 1915. During February 175 permits were issued for structures to cost \$753,990, as compared with 133 permits and an investment of \$356,034 during the same period a year ago. Reports from retailers indicate that there will be much building activity in the smaller cities and towns and in the country districts about the state.

The improvement in the factory demand for lumber is still one of the features of the situation in Milwaukee. Wholesalers report that business is decidedly better than at this time a year ago and they are looking forward to a busy season. Sash and door factories are buying more freely and the chair factories are exceptionally busy and placing some good orders for stock. Furniture manufacturers are busy and buying plenty of stock. The farm implement plants in Milwaukee and about the state have been preparing for a busy year and are turning out more machinery than in several seasons, with the result that they have been in the market for considerable hardwood stock. The local box factories are busy, resulting in a better demand for both low and high grades of hardwood.

Indications are that there may be a real shortage of hardwood stocks by the time the building season is at its beight. Even at this time, the available stocks of dry hardwood are none too large, particularly in birch and maple, which have been in active demand. Basswood stocks are also becoming pretty well cleaned up. All lines of northern hardwoods are holding firm and prices have been advanced in several grades. The shortage of southern woods is naturally adding strength to northern woods. Persistent reports are coming from the northern Wisconsin lumber country that the logging output will not be so large this season as was anticipated some months ago, due to heavy snows which delayed operations. Should this be the case, there is little doubt but that there will be a shortage of stocks this year.

The Center City Woodwork Company has been incorporated in Milwaukee with a capital stock of \$15,000 by John B. Ebert, Edwin L. Schmidt and Theodore Eissfeldt.

The Factory Equipment Company of Milwaukee has been incorporated with a capital stock of \$15,000 by Frank Fifield, Ernst L. Brussat and Charles F. Brussat.

Sol Grollman, former president of the Racine Stool Manufacturing Company of Racine, Wis., died on March 4 of pneumonia, aggravated, it is said by the excitement in connection with the sale of the bankrupt No inquiry
too
small to
receive
our
prompt
and
careful
attention



No order too large for us to handle

SECTION OF LOG CRIB AT MILLS, LONG ISLAND CITY, SHOWING MAHOGANY LOGS OF CHOICE QUALITY WAITING TO BE MANUFACTURED INTO LUMBER AND VENEER

## **HUDDLESTON-MARSH MAHOGANY COMPAN**

## Importers and Manufacturers of Mahogany Lumber and Veneers

Manufacturing and Wholesale Office: 33 West 42nd Street, NEW YORK

Western Office and Distributing Yard: 2254-2266 Lumber Street, CHICAGO

Mills and Yards, Long Island City, N. Y.

estate of the Racine concern on the previous day. The Racine stool company was forced into bankruptcy some months ago as a result of the collapse of the Commercial Savings Bank of Racine. The plant was bid in on March 3 by Racine business men who had planned on operating the plant and placing Mr. Grollman in charge. The price paid was \$15,000, the bidders assuming the \$75,000 liabilities on the plant and site.

The big sawmill of the Willow River Lumber Company at Hayward, Wis., has been placed in operation and is giving employment to about 200 men. The company has five lumber camps in operation and has several million feet of logs on hand at its mill at the present time.

The E. J. Pfiffner Lumber Company of Stevens Point, Wis., is making several changes at its plant. A new dry kiln for hardwood flooring and interior finish will be erected and considerable new equipment will be installed. New office quarters have also been arranged.

Indications are that the long drawn out strike of the employes of the Paine Lumber Company of Oshkosh, Wis., will be settled soon. The striking workmen recently voted 488 to 50 to accept the terms of settlement outlined by the special committee of prominent citizens and business men of Oshkosh. The strike has been on since January 31 and affected 1,200 men. It is understood the proposition contemplates an arbitration of the question of taking back a number of the 153 men discharged January 17, or of stating reasons why they will not be taken back. The receivers of the Paine concern will present the proposition to its attorney, when he returns from Honolulu about March 20.

#### **=<** NEW YORK **>**=

The W. E. Hooper Lumber Company is the style of a wholesale concern at 115 Broadway, recently organized from the business of the C. J. Decker Company. W. E. Hooper, C. J. Decker and A. F. Hall are the principals, all having been associated with the hardwood business for a long time. Mr. Hooper comes from Chicago, where he was in the business for more than twenty years, while Messrs. Decker and Hall have been at Asheville in the manufacturing business. The company does a wholesale commission business in southern hardwoods and yellow pine, being exclusive agents as well for mills in Tennessee, West Virginia and North Carolina, cutting hardwoods, and in the gulf yellow pine country.

Sam E. Barr, wholesaler of hardwoods and hardwood flooring, is back from a trip to the mill sections where he did some good business. Mr. Barr bought quite a block of dry oak lumber, which is none too plentiful and which he expects will be in big demand. His flooring business continues to show the results of his specializing, his mills being sold up for a month ahead.

E. D. Keeveny, wholesaler of hardwoods at 17 Battery place, has brought to New York a large cargo of soft yellow poplar in order to meet the needs of the trade. The car freight situation had become so troublesome that Mr. Keeveny took the long look and brought the stock here by water. The stock is stored in full carlots of each grade, all inspected under national rules.

#### ==< BUFFALO ≻=

February building permits for this city amounted to \$684,000, which is an increase of 125 per cent over the same month last year, when the total was \$307,000. The total for the first two months of 1916 is \$1,194,000, as compared with \$688,000 in the same period of last year. Things are opening up well in the building line here, though work is going forward slowly at present because of the severe weather.

Buffalo will be well represented at the annual convention of the National Wholesale Lumber Dealers' Association at Philadelphia on March 15 and 16. From present appearances at least a dozen lumbermen will attend.

The ocean marine appears to be trying hard to rob the Great Lakes of small boats. Anything that will go through the Welland canal, which means a length of 250 feet or less, will bring an astonishingly big price, sometimes more than the cost twenty years ago. It is estimated that forty vessels have already been sold to go to the coast. The lumber trade suffers most from this depletion.

Homer T. Kerr is one of the members of the hardwood trade who is anxious to see spring and the opening of the lakes. He is trying hard to sell off his winter stocks and then plunge into the woods again at Cheboygan for another big season.

A. W. Kreinheder, as one of the city's five councilmen, has turned over the building bureau to Councilman Malone, but is a very busy man with the big department of public works to administer, giving it all his time.

J. B. Wall has gone to Tennessee and Alabama in the interest of the Buffalo Hardwood Lumber Company. The company reports a substitution of other woods for gum nowadays, because of high prices.

The Atlantic Lumber Company states that shipments of hardwoods are being much interfered with on account of railroad embargoes, which apply especially to New England and Canada.

The yard of Anthony Miller is getting in stocks of half a dozen different hardwoods in anticipation of improvement in business this spring, though trade is not very active as yet.

F. M. Sullivan is planning a business trip to New York and New Eng-



# PERKINS ... GLUE ... COMPANY

Sole Manufacturers and Selling Agents

Perkins Vegetable Veneer Glue

— J. M. S. BUILDING

South Bend, Indiana

land, taking in the lumber convention later at Philadelphia. Trade is good for the season, but embargoes what off shipments to many points.

W. K. Jackson of Jackson & Tindle is taking a pleasure trip to California and will not return until April. Though a great traveler, this is the first vacation Mr. Jackson has had in a long time.

The McLean Mahogany and Cedar Company is now handling various hardwoods in addition to its main specialties, and has lately been getting in stocks of ash, oak and walnut.

The Hugh McLean Lumber Company states that quartered oak in the better grades shows improvement in demand. Furniture men are busy, though not taking as much of this wood as in some years.

The Yeager Lumber Company considers the outlook good for hardwoods this spring and is adding particularly to its stocks of maple and oak.

#### ──≺ PHILADELPHIA ≻=

The death on February 24 of Henry H. Shelp cast quite a gloom over the local lumber colony. Mr. Shelp, who was head of the Henry H. Shelp Manufacturing Company, had not been in good health for several years. Besides the plant in this city the Shelp company has one in Tampa, Fla., and a half dozen lumber yards with a capacity of 10,000,000 feet. The will of Mr. Shelp, probated a few days ago, devises an estate of \$130,000 and upward to his widow, son and daughter.

Building work started in this city during the month of February cost \$2,394,035 as against \$2,574,730 during the corresponding month in 1915. Although this was a slight falling off in total the volume for dwelling houses broke the record for the past ten years, the amount expended for this purpose being \$1,329,200.

William H. Armstrong, the last of the convicted International Lumber and Development Company swindlers, started his prison term last week, his health having improved to such an extent that he was able to appear in court for sentence. Two days after Armstrong entered the penitentiary Colonel A. B. Stewart of Chicago, and former Attorney General of

Parts Rate findshed like term for the same offerse. Stewart made affidavit to the was smallered parts from a \$1000 and was released.

I i be not produce the stage of the stage of the def walting for the outdoor of the one to epon at least to eith a went down to the Glimbel store to each a bottom of the edge, as to include the outdoor out the low modifies which the low group score to Mark Buston Access to the way \$28.56 and edge 13 and not 43, at a Buston Space and the control of the space of the control of the A Buston and walter the control of the control of the A Buston and walter the control of 
A new hip and in the location river well conclude started by the Perrickly and Shapbandair research to compare on bust organized in this set with a capital of shapband later of all more later and merchant vessels will be suit in the Yards. Order have already been received for six ships and been of them will contribute that solution.

Marcus Zane has purchased an interest in the Derr Lumber Company, Sixty third and Marlet Street. For many years Mr. Zane was associated with Charles Benton

The wholesale luneer frm. c' S. B. Did has changed its name to the Mac Dal Moore Lumber Company, and removed from the Franklin Bank building to Bellevue court.

Albert E. Peoples has been made Philadelphia representative for the J. J. Newman Lumber Company, Scranton, Pa.

J. A. Smith, fermerly of Uniontown, Pa, has been made assistant manager of the local office of the Forest Lumber Company

At the annual meeting of the Sawdust Club, held at the Union League, E. B. Malone was re-elected president, John T. Riley was made the new vice president, and Horace A. Reeves, Jr., secretary treasurer.

#### ──≺ PITTSBURGH ≻

The Imperial Glass Company of Charlerol, Pa., has started work on another large plant at California, Pa. This concern is one of the big buyers of hardwood in this territory and, like nearly all other glass concerns in the Pittsburgh district, is adding much to its manufacturing capacity this year.

The Kendall Lumber Company is increasing its capital from \$60,000 to \$100,000. The company's winter business has been good and its outlook for spring, especially in manufacturing lines and with the railroads, in first-class.

John F. Ross, aged 87, a pioneer lumber dealer of Kittauning, Pa., died at his home in that city February 22.

The E. H. Shreiner Lumber Company reports a very good inquiry for manufacturing stocks. Mr. Shreiner made quite a long trip recently through the middle and western states and dug up a fine lot of prospects which are going to come along as orders this spring.

The Heilman Lumber Company has been organized at Kittaning, Pa., by Herbert D. Heilman, F. A. Moesta and others of that place.

The Pittsburgh Knife and Forge Company has bought one acre of ground on Belmont street, Northside, as a site for a big plant. This is one of a half dezen big factory projects which have been announced in the Pittsburgh district during the past week.

E. V. Babcock, head of the Babcock lumber interests, surprised all his employes one evening last week by giving them a dinner at his East End residence. Twenty-four of the office force were present, including the office boy. Beside the place card at every plate was a check for \$100.

The Pennsylvania State Forestry Department is arranging to plant more than 7,000,000 young trees this spring. This is about half the number in the state's 24 nurseries at present. The distribution this year will be 4,750,000 white pine, 800,000 Norway spruce and pitch pine and the balance sugar maple, Scotch pine and honey locust.

L. W. Sayre of Byesville, Ohio, is arranging to establish a handle works in the former Duff & Ballentine planing mill in that city,

E. B. Hamilton of the Satler-Hamilton Lumber Company has gone South this week to look over conditions among the mills. This company is doing a fine business in hardwood and its factory trade never looked so well as now.

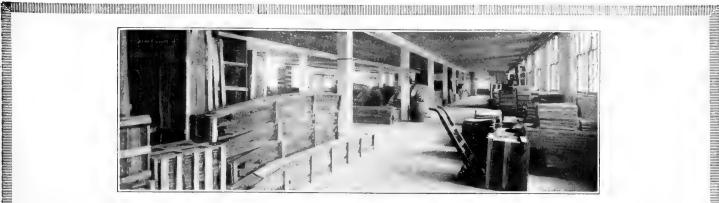
J. N. Woollett, president of the Aberdeen Lumber Company, is going South this week to investigate conditions in the gum and cottonwood market. Owing to the floods he reports that shipments are very slow and irregular.

E. H. Stoner of the West Penn Lumber Company reports that manufacturing and industrial trade is good. In fact, it is very much better than ordinary business in lumber. Stocks are only fair and when spring buying begins it looks as if it would be strong.

The Grove City Body and Manufacturing Company is a new concern at Grove City, Pa., which has taken over the business of the McKay-Gilmore Furniture Company and will manufacture a complete line of Ford and other automobile bodies. It will purchase a considerable amount of hardwood in the near future.

#### =≺ BOSTON >====

The fifteenth annual meeting of the Massachusetts Wholesale Lumber Association was held at Boston, February 18-19, the open meeting on the former date being devoted to formal discussion of problems of the retail trade, principally the motor truck development and the Massachusetts Lien Law, now in operation. This law, which has the endorsement of many judges, lawyers and businessmen, was enacted by the present legisla-



The taking care of our product after manufacture under 100% perfect warehouse conditions. It gets to you right.

#### Importers and Manufacturers

## Mahogany and Cabinet Woods—Sawed and Sliced

Quartered INDIANA White Oak, Red Oak, Figured Red Gum, American Walnut, Etc.

Rotary Cut Stock in Poplar and Gum for Cross Banding, Back Panels, Drawer Bottoms and Panels

## The Evansville Veneer Company

EVANSVILLE, INDIANA

ture after long agitation and is considered a model as protection for material men, who have never before in this state had more than the benefits of common law. The election of officers was held, resulting as follows: Wm. A. Fuller, Clinton, president; Lyndon H. Chase, Springfield, vice-president; Ernest N. Bagg, Springfield, secretary and treasurer.

The trade in Maine has suffered the loss of two well-known dealers, F. T. Bradstreet of Gardner, who conducted large operations in the East, and Hon. Edward P. Viles of Skowhegan, a prominent local lumberman.

Important additions to the new enterprises demanding lumber are noted each week, the largest being the Machiasport Shipbuilding Company at Machias, Me., Barnard Construction Company at Cambridge, Mass., and the Hampden Construction Company of Springfield, Mass.

#### *──*≺ *BALTIMORE* >*─*

The current year promises to exceed most others in building activity, so far as Baltimore is concerned. The estimated value of the structures for which permits were issued in January showed an impressive total, but this is greatly exceeded by the returns for February, which put the aggregate for the month at not less than \$1,402,568, compared with \$600,000 in January. The permits embrace not less than 208 two-story brick dwellings, a larger number than have ever before been contracted for in February, against 96 in January. It is to be said, however, that the permit for the new Gas and Electric Light Company twenty-story sky-scraper at Lexington and Liberty streets added not less than \$800,000 to the total for the month, so that with this sum eliminated, the aggregate is not especially impressive Nevertheless, the outlook is regarded as encouraging for a good building year, and the lumber yards as well as the sash and door factories are in an expectant mood.

The American-Hawaiian Company steamship Arborean was launched without formalities at the yards of the Maryland Steel Company at Sparrows Point, near Baltimore, February 29, Mrs. Benet, wife of the marine superintendent of the American-Hawaiian Company, being the sponsor. The new vessel is 404 feet long and was built for the lumber trade. All machinery is located aft, she being a sister ship of the Artisan, now on the way to Chile with her maiden cargo.

Six condemnation proceedings have been instituted in the federal court at Lynchburg, Va., whereby the government will increase its forest reserve in the Potomac, Shenandoah and Whitetop areas by about 14,240 acres. The condemnation proceedings are intended to clear title, the price for the various tracts having been practically agreed upon. The cases involve the following tracts: Will F. Long, Rockingham county, 132.67 acres; I. H. Graham and J. M. Irvine, Augusta and Highland counties, 7,717.77 acres; W. A. Wrenn and T. G. Locke, Shenandoah

county, 791.55; Shenandoah Lumber and Iron Company, Shenandoah county, 772.87 acres; Boon Ingles and W. H. Martin, Shenandoah county, 4.342.63 acres, and the Hassinger Lumber Company, Washington county, 486.58 acres.

The lumber business conducted by W. A. H. Church, between Eighth and Ninth and C and D streets, southwest, Washington, has been incorporated as W. A. H. Church, Inc. Mr. Church was elected president, with Jack Stevenson as vice-president and Paul Speake as secretary. The concern is well known at the capital and in the vicinity.

Gen. Thomas J. Shryock, head of T. J. Shryock & Co., is mourning the death of his wife, Mrs. Cassic Belle Shryock, who passed away March 2, at her home, 1401 Madison avenue, after an illness of about five weeks. Mrs. Shryock had been operated upon for appendicitis and blood poisoning developed after she had returned home from the hospital. She is survived by a son, Thomas J. Shryock, Jr., and six daughters, one of them being the wife of J. McD. Price, secretary of the National Lumber Exporters' Association.

Eugene Cook, one of the best-known builders in the city, died recently at his home, 2841 North Calvert street, at the age of sixty-seven years. Mr. Cook was born in Germany and came to Baltimore in 1867. His wife, six sons and three daughters survive. Several of the sons are prominent in building operations.

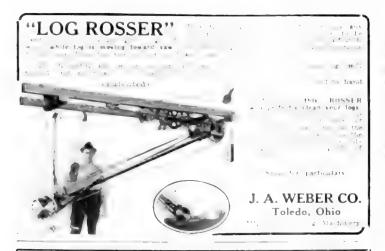
#### **=∹ COLUMBUS >**=

The number of building permits issued during the last week seems to indicate that March will exceed the month of February which, compared with February, 1915, shows an increase of 100 per cent. On 163 permits issued during February, 1916, there is an estimated valuation of \$314,225, as against \$153,350 on 119 permits issued during the same month last year. Since January 1, 292 permits have been issued, with an estimated valuation of \$537,640. The figures show that only 208 permits were issued in 1915 from January 1 to March 1, with an estimated valuation of \$238,450.

Lumber rates in northwestern Ohio are attacked in a petition filed last week with the Ohio Utilities Commission by Theodor Kundtz of Cleveland, who alleges that the lumber rates on the Big Four, the Baltimore & Ohio, the Erie and the Nickel Plate roads are unreasonable. The petition asks that the commission establish just and equitable rates.

The capital of the East Cleveland Lumber Company, Cleveland, Ohio, has been increased from \$25,000 to \$50,000.

The Central Avenue Lumber & Supply Company of Columbus is manufacturing a new type of portable garage, which is claimed to be thief-proof.





Complete stock of 3/8" and 13 16" in all standard widths



the A. L. Leeps and L. Corpers Aread Oldo has been \* I H W And

11) Rober Davis Labour Company Plan and Hill Ohio has been compared with a part of \$20000 to deal in the set. The incorposite and Planer Conference of a set Loom and Wilman B. Stewart

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At Propost Ohio 10c Book of the reference has been sold to the

Cordon Linear Corporative whose headquarters are it Oak Harbor Cookers L. Kocher L. Setterer the whose second reservoirusiness at Forest,

R. W. Hotton of the W. M. Retter Lada or Company reports a good steady demand for hardwood in Column, territory with prices ruling form in every regard. Bases or the part of to be so making furniture, vehicles and boves. Look Reteder are also giving well as they are trying to accumulate storage for the pring to deling season. J. A. Ford of the Inject., Letter of Company says trade in hardwoods is better than for a senal months and prices are steader.

#### =≺ CINCINNATI ≻=

The Enterprise Lumber Corpany is the latest addition to the Cincinnati lumber colony, incorporation papers being taken out last week. The concern will operate on a capital stock of \$40,000. The large lumber varids of the old Ectory is Lamour Company on Shillito street, which went into the hands of a receiver some time ago, will be utilized by the new concern. A general wholesale and retail business will be carried on, hardwoods using specificated. The Shibito street yards were purchased from the receiver by W. H. and G. S. Stewart for 827,000. The incorporators of the new Laterprise Lumber Company are H. J. Utter, C. J. Hunt, Frank Woodward, D. A. Rehbach and A. M. Rudin, all prominent lumbermen in this section. W. H. and G. S. Stewart will be managers of the new company.

Lumbermen here were advised last week that Dr. C. E. Therne, director of the Ohio Agricultural Experiment Station, had decided upon the purchase of 250 acres of hill land in the western part of Athens county, for forestry purposes. Attorney General Turner last week approved title to the land. At the last meeting of the legislature a bill was passed appropriating funds for the purchase of several tracts of land for forestry

When the demutic of the defendant in the case of the Baltimore & Ohlo Southwestern Regresal Company against W. H. Settle & Co., of Cincinnati, came for hearing in United States district court here last week, application was made and granted for a continuance until Saturday, March 18. The case is another outgrowth of the sensational fight chargerated a cert go to the Settle company (gainst the Baltimore & Ohio Southwestern, alleging discriminatory rates on lumber between Madisonville, where their plant is located, and Oakley, Norwood and

Cincinnati lumber exporters who have been keeping close touch upon the situation were much impressed with advices they have received from Roger E. Simmons, of the United States Forestry Bureau, who returned a few days ago from a two years' tour of South and Central America gathering data on the lumber situation in that country. In the opinion of Mr. Simmons, American lumber interests have an excellent opportunity for the development of a large and ever growing trade in South and Central America. In all the leading timber countries south of Mexico, Mr. Simmons said he found that timber fitted for lumber was badly scattered and hard to reach. He advises that American lumber for building purposes is in great demand in the South American countries and a trade could be developed quite easily by American mills which would prove very profitable.

Two recent Kentucky lumber incorporations of interest to the Cincinnati district are the Russell Lumber & Supply Company, at Ashland, Ky., composed of Thomas O. DeMaro, Clyde K. Turley and R. D. Davis, with capital stock of \$30,000 and The Reliable Lumber Company, at Crittenden, Ky., capital of \$3,000, incorporated by S. Wallace Smith, Edwin Beaverly, M. E. Smith and M. J. Ely.

Charitable bequests were conspicuous in the will left by Simon Wildberg, late head of the Wildberg Box Company, a generous lumber consumer in Cincinnati. The Hebrew Union College, United Jewish Charities. Home for Jewish Aged and Infirm, Jewish Hospital and the Jewish Orphan Asylum, at Cleveland, all were given a good sum. The income of the estate was left to his widow for life, with the balance of the estate to be divided equally among his four sons and granddaughters.

Mrs. Wildberg, however, died three days after the death of her husband, her demise being hastened from grief over her husband's death, so the children will, therefore, share the estate at once.

The civic industrial department of the Chamber of Commerce last week completed a tabulation from the census reports of the relative ranks of metropolitan cities of the U.S. in regard to the value of manufactured products. It was discovered that the Queen City ranks tenth in the value of all products manufactured, as well as tenth in population. However, in the value of lumber and timber manufactured, Cincinnati ranks eighth.

#### **===≺** CLEVELAND **>**=

Preparations for one of the biggest seasons in the hardwool industry of Cleveland are being made by local firms. Although building operations, especially for residence purposes, broke all records last year, it is believed that 1916 will exceed it. It is believed the Complete Building Show had greater influence than any other factor devised by the building materials trades to increase the amount of building here, and the fact that allotment owners have been selling building lots right through the winter, something that never happened before, is a source of much satisfaction.

Preparations for a record number of orders have been made at the plant of the Martin-Barriss Company, which already is working to capacity in all lines. To meet the anticipated increased business two Nichols dryers have been installed, thus increasing the output of the factories to 100,000 feet. According to officials of this company, difficulty is experienced in getting dry material.

F. T. Peitch of the F. T. Peitch Company is making a trip through other markets, ascertaining the conditions elsewhere as to how they compare with those at home.

The Advance Lumber Company reports prices steady although not so high as in 1913. It is the belief here they will not reach the height attained three years ago. Good shipments are looked for after the floods recede, and as the demand for the present is not too heavy, dealers are expected to be able to meet conditions better than usual.

All firms here are said to be in better financial condition than for several years, and this is expected to improve with demand for all hardwoods. At present principal interest is in oak, which is being used largely for flooring.

#### -----≺ TOLEDO >=

Toledo's building record for the first two months of the year continues to represent enormous increases over those of the same period a year ago. The February increase is 55 per cent over the total for that month last year. The number of permits issued last month amounted to 239 with a valuation of \$700,781. The total cost a year ago amounted to \$454,607. The bank clearings for February showed an increase of 46 per cent.

The Toledo Bending Company reports a good call for poles and shafts for wagons and buggies and for rims and spokes for the automobile trade. Orders are keeping up well.

The Toledo Carriage and Woodworking Company is doing a nice business according to local reports with a good line of orders ahead.

Shaffmaster & Urban, hardwood dealers, report a good call for plain oak in firsts and seconds from furniture factories. Interior finish is in good demand. The veneer trade is about normal for the scasou. No advance has yet been noted in veneer prices but a raise is anticipated in the near future.

Business is good with the Skinner Bending Company. The wagon trade is improved and there is a strong call for auto rims. Wheelbarrows are also in excellent demand in rural territories. Steel barrows are more used in the cities but the wooden barrow is holding its own in the country districts.

#### -----≺ INDIANAPOLIS ≻-----

The McFetrich Lumber & Coal Company of Valparaiso, Ind., has increased its capital stock from \$10,000 to \$25,000.

Officers of the Indianapolis Chair Company last week announced that its capital stock has been increased from \$75,000 to \$110,000.

The Jones-Dugger Chair Company of Bloomfield increased its capital

The Johes-Pugger Chair Company of Broomers in Capacitation of \$70,000. The Umphrey Manufacturing Company of Crawfordsyille, Ind., was incorporated a few days ago for \$150,000. The company will engage in the manufacture of furniture. The directors are Louis C. Umphrey, William A. Umphrey, and Charles L. Goodbar.

The plant of the National Gate Company of Rushville, Ind., last week was destroyed by fire, the loss on the plant being \$5,000 with only \$2.000 insurance. A large quantity of pine lumber was burned.

#### =≺ EVANSVILLE **>**=

The value of the estate of the late Joseph F. Reitz, pioneer lumber manufacturer who died recently, is placed at \$222,417. Of this amount, \$12,000 is in personal property.

S. C. Newman has purchased and taken charge of the lumber business of W. O. Boren at Cynthiana, Ind.

The Hayes Wheel Company of Jackson, Mich., started its new factory at Anderson, Ind., on March 1. The company spent about \$200,000 in equipping this plant. The factory started with a working force of 500



## Band Sawn Lumber Piled on Our Dermott Yard

PLAIN RED OAK

FAS 1 Com 2 Com. 3 Com 106 232 273,600 176,102 12,850 11,300 12,600 8,900 PLAIN WHITE OAK

OAK BRIDGE PLANK

2" 2½", 3", 8 to 12", 12', 14', 16'
RED OR WHITE will load specified widths, lengths and kinds.

OAK CAR MATERIAL

Made to Order.

10,000′ 4/4 No 2 Com. & Better 45,000′ 6/4 No. 2 Com. & Better 68,000′ 8/4 No 2 Com. & Better 22,000′ 2″ Decking

ELM 80,000' 6/4 No. 2 Com. & Better

ASH 13,500° 4/4 to 16/4 No. 2 Com. & Better GUM

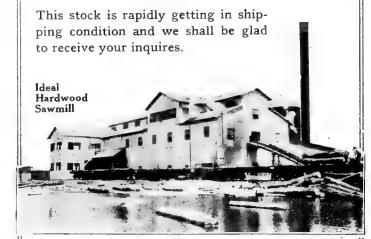
24,000' S/4 FAS, RED 25,000' 6/4 No. 1 Com., RED 21,000' 5/4 No. 1 Com., RED 12,000' 4/4 FAS, SAP 11,600' 12" & up FAS, SAP 24,000' 4/4 No. 1 Com., SAP 28,000' 4/4 No. 2 Com., SAP

The above stock BONE DRY and ready for immediate shipment Your Inquiries Solicited

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## 10,000,000 Feet

## **Choice Northern Hardwoods**



Are putting in pile every month two and one-half million feet of choicest Northern Michigan Hardwoods

Stack Lumber Company Masonville, Michigan



#### 1915 CUT NOW DRY

4,000,000 Feet

#### Wisconsin Hardwoods

All grades 4'4 and thicker

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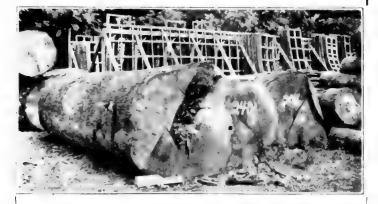
A FEW SPECIALS 3 cars 1" No. 2 & Better Wis, Oak, 2 cars 1" No. 2 & Better Ash, 5 cars 1" No. 2 & Better Soft Maple.

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#### STIMSON VENEER AND LUMBER COMPANY, INC.

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Memphis, Tenn.

**MANUFACTURERS** 

Hardwood Lumber, Rotary Cut Veneers, Rotary Cut Gum Faces, Cross Banding and Cores.

rich, which will be increased to 1000 within a year it is believed. The factory is equipped to produce 10,000 automobile where daily

Henry C. Murphy, president of the Lyan ville Chamber of Commerce, has named a traffic committee headel by B. P. VonBehren of the Von-Echten Manufacturant Comp. ts. Deniel V Wertz and Lalward Plorger of the Good Book World Lair tore Company are nomicers of the com-

Find Beigman of the new Islams a full new vitter here a few divide and reports, the court of conting alone, all right.

I C. Gron of the J. C. Gover Larger Company reports his stave mills

The Perbody School Large Company at North Manchester, Ind., a few days against appearance of the cold days against Agreement. South America. Another order of 17,000 has been practically obtained through competitive official last year the company shipped 12,000 desks to South America.

Charles J. Lang. a.l. Werrer  $N(Te^{ij})$  appointed to appraise the plant of the Jeros. A. Weyer Eurys. Company at Lawrenceburg, Ind., have just tiled their report with the court. The value of the company's real estate is given at \$12,000 and the machinery, material and fixtures at \$8,500. the plant will be objeted to private sile

The plant of Frank Cutsinger, hardwood lumber manufacturer, is not running at the present time, but Mr. Cutsinger is still doing business at "the old stand" and reports trade coming along all right. He has no complaint to make.

#### -----≺ MEMPHIS **>**=

Building operations in Monghis during Pebruary involved a total of \$205,565, an increase of \$103,630, or slightly more than 100 per cent, compared with the corresponding time last year. One of the features of the report of the amiding commissioner for February was the large amount of residence construction, the greater portion of the money spent for building being used for that purpose. Handlers of building material have enjoyed a good demand and the disposition is to look forward to continued activity in building circles during the next two or three months, not only at Memphis proper but throughout this territory.

The plant of the Columbus Lumber Company at Columbus, Miss., has resumed operations after a suspension of about eighteen months. It is giving employment to about 200 men. This company is the largest producer of lumber in that particular section. It has a large amount of timber not only in Lowndes county, Miss., but also in adjoining counties across the line in Alabama.

Exporters of lumber here and elsewhere throughout the South have had an additional handicap imposed upon them by the restrictions placed upon imports of hardwood lumber by the British government. Everything is shut out with the exception of oak and ash, but there is a probability that some business may be done later. W. H. Russe of Russe & Burgess, Inc., is authority for the statement that a committee will be appointed by the British Board of Trade, which will have supervision over imports, and that will have the power to grant permission for certain southern hardwoods to be brought in. However, Mr. Russe says that this committee has not yet been appointed and that, on this account, it is necessarily impossible to secure the desired permission affecting other woods than oak and ash. It is regarded as fortunate by hardwood lumber interests here that these restrictions have been placed at a time when there was very little export business doing. It has been almost impossible to send hardwood lumber to any foreign country during the past few months on account of the scarcity of ocean freight room and because of the practically prohibitive ocean transportation cost. Had these restrictions come at a time when a large business was under way they would have done serious injury, but they have not only come when there was comparatively little exporting but they have come at a time when domestic markets were particularly active, thus making it possible for exporters to sell the bulk of their output in domestic channels. As a matter of fact, most export firms have been catering to the domestic trade for the past few months because of the difficulties in the way of doing an export business, so that the restrictions as placed, considering the time and other circumstances, will do comparatively little harm. There is one fact, however, which is regretted, and that has to do with the blighting of any prospect for betterment in foreign business in the near future. Exporters have felt all along that there would possibly be distinct improvement but these restrictions remove almost the last vestige of hope along this line for the early future.

The Illinois Central has recently begun improvements at its car repair plant at Jackson, Tenn., which will involve a cost of about \$100,000 and which will materially increase the facilities thereof. It is expected that the improvements being made will be finished within the next sixty days, The Mobile & Ohlo Railroad Company has also had extensive improvements under way at its car shops at Jackson for some time, which will likewise add materially to the capacity of these. Some of the other southern roads are increasing their repair facilities and this is regarded as a direct result of the very large volume of traffic now being handled which makes repair and other work necessary on a liz scale,

The Edna Duke Lumber Company has been incorporated at Columbus, Miss., with a capital stock of \$5,000. G. T. and Edna J. Duke are among the principal stockholders.

The Meridian Lumber & Manufacturing Company, with headquarters at Meridian, Miss., has also taken out articles of incorporation under the laws of that state. The capital stock is \$25,000. L. H. Arkey and Julius Arkey are among the principal stockholders. The gentlemen who are interested in this new enterprise recently purchased a sawmill near Meridian and are negotiating for other properties in that section.

The Mansfield Lumber Company, Ft. Smith, Ark., has increased its capital stock from \$75,000 to \$200,000. This action has been taken by the stockholders with a view to enlarging the scope of operations. This firm has about eighteen retail lumber yards in Arkansas and Oklahoma and it also has a sawmill near DeQueen, Sevier county, in the former state. It is proposed to greatly increase the number of these yards and to otherwise enlarge operations. W. L. Seaman was re-elected president, G. C. Packard, general manager, and J. L. Swofford secretary. These gentlemen all have their offices at Fort Smith.

Ashley C. Snow has organized the Snow Lumber Company at Meridian, Miss., for the purpose of doing a wholesale business, principally in joists, timbers and dimension stock. The material will be concentrated at Meridian where it will be dressed at the Anchor Planing Mill. Mr. Snow was for a number of years sales manager for the Elliott Cobb Lumber Company.

The Manning-Blei Lumber Company has been incorporated at Benton, Ark., with Silas W. Rogers as president.

It is reported that the Missouri-North Arkansas Railroad is seeking to secure entrance into Memphis over the tracks of the Rock Island. It is further stated in dispatches received here that the Atchison, Topeka & Santa Fe is back of this movement as it is negotiating for the taking over of the Missouri & North Arkansas with a view to reaching this city. There are a number of lumbermen in this part of the country who have holdings along the Missouri & North Arkansas road and they are very much pleased with the movement which is under way on the part of this line to secure direct entrance into Memphis. The plans now contemplated will afford superior facilities not only for handling logs but also for handling both inbound and outbound shipments of lumber.

#### =≺ BRISTOL >=

William S. Whiting will this month begin the operation of his new band mill at Foscoe, N. C., which will cut 75,000 feet of stock daily. The mill is now about complete and the railroad has already been finished. Mr. Whiting owns one of the largest tracts of hardwood timber in that sec-

A large number of new sawmills will be established in eastern Kentucky and southwest Virginia, as a result of the completion of the extension of the Carolina, Clinchfield & Ohio railroad from Dante, Va., to Elkhorn City, Ky., at that point connecting with the Chesapeake & Ohio. It is said that several large areas of timber land in that territory have already changed hands, but as yet no definite announcement has been made.

A majority of the plants in this section are running. The small mills that closed down during the winter are making active preparations to begin operation as soon as weather conditions are a little more favorable. Most of the large mills are running.

G. S. Boucher and J. O. Midlam of the Damascus Lumber Company of Damascus, Va., were here this week. This company has been cutting logs for the T. W. Thayer Company for the past two years, but it is reported that it will begin cutting its own timber again within the next few months, as a result of the improvement in the lumber trade. The company owns about 5,000 acres of virgin hardwood timber in the White Top mountain section.

The band mill of the Peter-McCain Lumber Company, in this city, which has for a year been engaged in cutting walnut gunstocks but which was closed down a few weeks ago, has resumed operation. H. A. McCowan & Co. of Salem, Ind., still has the mill leased and is understood to have received another large order for walnut gunstock material for the allies. The company had 50,000 gunstocks on the Bristol yards for shipment a few weeks ago.

The Black Mountain Lumber Company has resumed operation of its mill at Bluff City, Tenn. The company has built a new line of railroad to its timber in the Holston mountains.

#### **=<** ST. LOUIS **>**=

February receipts of lumber in St. Louis, as reported by the Merchants' Exchange, were 13,838 cars of lumber as against 15,020 cars received in February, 1915, a decrease of 1,182 cars. Shipments were 9,878 cars, compared with 8,911 cars last February, a gain of 967 cars.

Last month's estimated value of new buildings and alterations was \$1,180,334, while a year ago the estimated value of new buildings and alterations was \$701,362, a gain of \$478,972 in February, 1916, over the corresponding month of 1915. The number of permits issued during February, 1916, was 540, compared with 561 a year ago, a loss of 21.

The Lasswell Lumber Company is increasing its timber acreage down in Dunklin county, Missouri. J. A. Hemphill, vice-president and sales manager of the company, who has his headquarters in the Railway Exchange building, this city, is back from a trip to the mills at Kennett, Mo., and announces this fact. He stated that the company has purchased a mill at Ipley, near Kennett, surrounded by a small tract of timber, and will start up at once. The new mill will cut mostly cypress, maple and gum and the daily output will be from 15,000 to 20,000 feet. The company has been operating on a daily eight hour basis until a few days ago, when it began to run ten hours daily. Mr. Hemphill says he hopes this will be

#### M.D.REEDER Hardwood Lumber PHONE HARRISON 2466 1501 Fisher Bldg., Chicago

HARRISON 2466 LOUI TR

790M 44 No. 2 C. & B. B.rel.
M. W. & L., 1 yr. dry

569M 5/4 No. 2 C. & B. B. Breh.
M. W. & L., 1 yr. dry

285M 64 No. 1 C. & B. Birch.
M. W. & L., 1 yr. dry

26M 84 No. 1 C. & B. Birch.
M. W. & L., 1 yr. dry

20M 10/4 No. 1 C. & B. Birch.
M. W. & L., 1 yr. dry

22M 12/4 No. 1 C. & B. Birch.
M. W. & L., 1 yr. dry

13M 16/4 No. 1 C. & B. Birch.
M. W. & L., 1 yr. dry

13M 16/4 No. 1 C. & B. Birch.
M. W. & L., 1 yr. dry

230M 4/4 No. 2 C. & B. Soft

Maple, M. W. & L., 1 yr. dry

52M 5/4 No. 1 C. & B. Soft

Maple, M. W. & L., 1 yr. dry

34M 8/4 No. 1 C. & B. Soft

Maple, M. W. & L., 1 yr. dry

28M | 4 4 No. 2 C. & B. Hard Ma; b, M. W. & L., 1 yr. dty. No. 2 C. & B. Hard I. W. & L., 1 yr. dry, 10 S. S. S. S. S. C. S. B. Hard Maple, M. W. & L., 1 yr, dry, qtd. awn ... W. & L., 1 yr, dry, qtd. awn ... W. & L., 1 yr, dry, qtd. s. Wn & L., 1 yr, dry, qtd. s. Wn & L., 1 yr, dry, qtd. s. Wn & L., 1 yr, dry, qtd. yr, dt lyth dwilte 1 yr, dry, qtd. lyth dwilte 1 yr, dry, dry ... White Fine, M. W. & L., 1 yr, dry ... White Fine, M. W. & L., 1 yr, dry ... white I yr, dry ... Yr, dry ... White I yr, dry ... White I yr, dry ... Yr, dry

Size 54x72

## Made in St. Louis

Photograph of American Walnut Rotary Cut Panel produced in our Veneer Plant. We also manufacture built-up stock of every description used in fur-niture and fixtures in any thickness, consisting of nicely figured Quartered Gum and Oak, Mahogany, Plain Oak, Yellow Pine, Red Gum, Birch, Ash, Elm, Sycamore, Soft Maple, Plain Gum and Cottonwood.

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143 Arsenal Street 

ST. LOUIS, MO.

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Manufacturer of

# ALL KINDS OF BAND SAWN Hardwood Lumber

My Specialty is High Grade Quartered White and Red Oak

Can furnish any hardwoods in either straight or mixed car lots.

#### EVANSVILLE, INDIANA



Have you seen any better Walnut logs than these?

THEY all grew right in Indiana where hardwoods have always held the choicest farm lands. The best growth of timber as well as the best yield of wheat comes from good soil. The soundness of the log-ends shows that they fed on the fat of the land. My

Indiana Oak

CHAS. H. BARNABY

Greencastle, Indiana

or it indefinite period. The der out for hardwood lumber is strong and to company has been smooth to company about half the volume to time confered it.

The Vandeventer veril be atcd or South Vandeventer avenue, and which is formerly operated by the Vandeventer Lumber Company, has reverted talk to the former owner. J. W. Putnam, W. T. Lerguson and T. C. Whitmarsh, J. W. Pate in will be the manager.

The yard located at Liston and Pelt avenues has been bought by the estate of Peter Wilson and it will be operated by a son, Louis Wilson. It will be operated under the name of the Wilson Land and Lumber company. The estate, however, will continue to have holdings in the St. Louis Lumber Company.

The Wellsten varo, 6240 Faston avenue, formerly known as the Louis Essig Lumber Company, has been turned over to the former owners, Louis Essig, E. J. Ochler and Henry Lang. Louis Essig, who was the president of the old company, will manage it.

The Louis Lumber company will retain yards at 2509 South Broadway, the main yard of the company and also a yard on Chouteau avenue and Jetterson avenue. The main office will continue at South Broadway. The officers and directors of the St. Louis Lumber Company will hold a meeting of the stockholders shortly and elect the new officers. The new arrangement went into effect on February 14.

Speaking of the difficulty in getting freight cars necessary for shipping of lumber to other cities by local hardwood distributors, they say there are an unusual number of "bad order" cars. The railroads have, for several years, been short of cars, because they have not been able to spend money to repair what they have on hand and neither have they been able to buy new ones. Then, too, the car building industry recently has been held back by the difficulty in getting the steel parts, underframes, trucks and wheels, owing to the mills having so much other business on hand. Some of the railroads are even considering the return to wooden underframes for their freight cars.

The membership of the Lumbermen's Exchange in St. Louis is increasing slowly but surely. During January three new members were added to the roster of the exchange and during February seven went in. They are the Dian Lumber Company, the Louis Essig Lumber Company, the C. A. Wood Preserver Company, all of St. Louis; Himmelberger-Harrison Lumber Company, Cape Girardeau, Mo.; Bunker-Culler Lumber Company, Bunker, Mo.; the General Sales Company, Bellflower, Mo., and the Valley Park Manufacturing Company, Valley Park, Mo. The chairman of the entertainment committee has his committee at work and in all probability there will be a general meeting and banquet given in the near future.

#### =≺ ARKANSAS >=

The plant of the J. R. Johnson Lumber Company at Pike City, Ark., is being overhauled and repaired generally. It will be ready to resume operation at an early date and will manufacture both hardwood and yellow pine lumber.

G. N. Savage and T. C. Widener have purchased a tract of hardwood timber about two miles north of Pike City, Ark., from the Ozan-Graysonia Lumber Company of Graysonia. They will erect a stave mill on the tract.

The White Hall Cooperage Company of White Hall, Poinsett county, Ark., filed articles of incorporation on March 1. Its capital stock is placed at \$6,000, all of which has been subscribed and paid up.

The Cleburne County Lumber Company of Heber Springs, Ark., filed articles of incorporation on February 29 with a capital stock of \$2,000. The incorporators are E. H. Ewing of Heber Springs, L. T. Child of Richmond, Mo., and J. F. Goodman of Kansas City.

The timber sales from the Ozark National Forest for the last fiscal year were shown to be an average by the recent report of the forest supervisor. The total receipts for the Ozark forest for the year were \$15,255.77, of which amount there was derived from timber sales \$14,918.27. The balance was from pasturage, etc.

## The Hardwood Market

#### =< CHICAGO **>**=

The really good demand with a shortage of stocks has resulted in materially boosting local hardwood prices. Some items have gotten to such a point that they are beyond the use of firms ordinarily employing them, who have been compelled to turn to other woods that can be supplied at more reasonable values.

Practically all the normal woods on the hardwood list have increased materially in the last couple of weeks, this being particularly true of gum and maple. Oak is holding a steady market. There has been some difficult, in getting adequate stocks in certain specifications of oak, with corresponding strengthening of prices, but advances have not been so marked as with some of the other hardwoods.

As before, the outlet for hardwoods through building is more promising than the factory trade, although this does not mean that the factory trade has experious ad any some. It simply has not advanced so rapidly as woodworking lines in other directions.

The railroads are doing pretty well, although they are taking the supplies of ties and structural stuff somewhat beyond normal. Prospects seem good in this particular.

#### =< NEW YORK >=

The local hardwood market is exhibiting more strength than at any time within the past three years, and some features are unique. The fancy woods are in peculiar condition, and the future in this line is problematical with every indication of higher prices. Stocks of mahogany, usually sufficient to supply all demands and even subject to competition, are perhaps lower than ever before, with little chance of being brought up to normal. The freight situation is, of course, back of it all and until steamer space is more plentiful there is sure to be a scarcity of mahogany and other imported woods.

Domestic hardwoods are moving in good volume at prices that are generally satisfactory. Hardwood prices have not advanced so rapidly as others, but the increases have been based on sound conditions produced by natural laws. Red gum has been in steady call since the forward movement began and apparently there was no large amount of lumber available. Chestnut, maple, ash and poplar have also gone up gradually in response to active demand. Oak, plain and quartered, is particularly strong, and, because of its being more in the nature of a staple, is firmer than the others. That is to say, there is no apparent anxicty among wholesalers to move such stock as they have, the limited supply assuring a steady high range of values.

The freight situation is responsible for some of the high quotations in the local market. It is almost impossible to get a car of lumber into New York from the South and much lumber that has been delayed on the rails is being made up by duplicate purchases from yards carrying stock.

#### **=<** BUFFALO **>**=

The hardwood demand is steady and prices are advancing. Manufacturing enterprises are taking considerably more stock than a few months ago and the outlook is good in the building trade for this spring. The furniture industry is busy and now that prices have been advanced in that line the trade is on a better footing. Railroad congestion interferes with lumber deliveries to many points and some of the roads show little sign of making headway in cleaning up delayed shipments. The local hardwood market is temporarily disturbed by a strike of machinists in some of the largest plants in the city, but this will probably be adjusted soon.

A demand for maple in most thicknesses is a chief feature at many of the hardwood yards. This wood has been among the strongest on the list during the past few weeks and the local yards have been in fairly good position to supply the requirements. More stock is now being brought in and good business is looked for this month. Plain and quartered oak continue in steady demand at fair prices. Poplar is moving a little better than a short time ago. Gum is strong, but the demand at the high prices is small.

#### =⊀ PHILADELPHIA >=

The hardwood lumber trade in this city the past fortnight has been fairly good. An embargo placed on lumber and other articles by the Pennsylvania Railroad upset trade to some extent. For practically a week the embargo applied to all parts of the city, but the ban against lumber has been lifted partially, and it is hoped to have it entirely removed within a couple of days. Prices are holding their own and advancing slightly upon some items. Railroads, shipyards, corporations, furniture manufacturers, and retailers are in the market with a considerable volume of business and many inquiries are being made, indicating heavy buying in the near future. In fact all dry hardwoods are becoming scarce and with a recordbreaking spring trade anticipated it is almost a certainty that the mills will not be able to supply the demand. The fancy woods are fast disappearing, while export trade is far above normal. The outlook is bright for an immense trade on a comfortable margin and many predict that Philadelphia will set a new mark for volume in the period between April and September.

#### =≺ PITTSBURGH **>**=

Hardwood men are having the best of it, although that is not saying a whole lot the past two weeks. Snow, water and bad weather, added to the car shortage, have worked very much against lumber selling. Yard trade has been practically at a standstill. Yards went into the winter with fair stocks to carry them over until spring building started and retailers are adhering to their resolution not to buy more lumber until spring contracts come in. Prices on high-grade hardwood are very firm, as they have been all winter. Low-grade stocks are advancing gradually. Demand from manufacturers seems to be increasing and it looks as if when this year's needs are fully anticipated there will be a pretty lively sale of lumber along this line.

#### **==≺** BOSTON **>**=

The well established advances on many items furnish the interesting development of seeming to be no deterrent to purchasing. While it is impossible to buy many kinds at prices prevailing a short time ago, there is a strong demand, with the dealers in poor shape to take orders. The tide of shipments necessary to supply the depleted consuming and yard stocks, not only cut down lumber at mill points but together with the large in-

# Low Prices <sub>Versus</sub> Cutting Value

<u> Չատատարուման անագահանանանում անձան անաստանի անաստանի անաստանի անաստանի անաստանի անաստանի անաստանի անաստանի ա</u>

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#### ---- ≺ BALTIMORE >=

No important control was reported in the hardwood trade during the per week. Here and there inductions of a bolding back with orders appear to be roted, told the period is not yet at hand when the wants of the savers might be by the account surject. Woodworking factories in some section are making relatively large purchases. On the whole, however, it had as though there or he charvewith regard to entering into new commutments were that a large it all, a state of affairs for which the complicated international situation is in great measure responsible. All gains in the quotations recorded since the upward trend began are being retained, and sellers are not making concessions. On the contrary, while the stocks in the hands of the producers may be larger than several months ago, the lumber is in a more or less green state. Manufacturers here state that they could dispose of greater quantities of hardwoods if these were in shape to ship, and that the demand keeps up sufficiently well to absorb the production without strain. It is likely that when the spring trade. opens up the available supplies will prove so scant as to force a further rise in quotations, which have advanced about \$2 per 1,000 feet on an average in the last six months.

The freight embargoes by railroads are troublesome, interfering with the forwarding of bardwoods and preventing free movement to territory not actually under an embargo. Exports are without important developments, except that much apprehension is entertained by shippers concerning the effect of the latest British orders in council, imposing an embargo upon various kinds of lumber in order to restrict the imports into the United Kingdom to articles absolutely necessary. The forwardings, however, have been so small for some time that they will hardly be more reduced, so that a continuance of the movement at about the present level may be expected.

#### ≺ COLUMBUS >=

The hardwood trade in Columbus and central Ohio territory has been firm during the past fortnight. Buying is pretty evenly divided between yards and factories. The volume of business is considerable for the time of the year and the tone of the trade is good. Retailers' stocks are not large and since the spring building season is near, they are making efforts to accumulate stocks. As a result buying is mostly for immediate shipment, although some orders provide for shipment in April. Prospects for building operations as soon as the weather permits are good. Contractors and architects are busy on plans and specifications for new work. This is true not only in Columbus but also in the cities and towns in central Ohio. Buying on the part of factories, especially those making furniture, vehicles and boxes, is good. There is a good feeling in manufacturing circles.

Prices are rather firm at the levels which have prevailed for some time. No cutting of consequence is reported and the general tendency of quotations is towards higher levels. Quartered oak is firm. Plain oak stocks are also in good demand. Poplar is in good demand. Ash is quiet and basswood is moving well. Other hardwoods are unchanged.

#### =< CINCINNATI >=

The Cincinnati lumber situation is featured by scarcity of lumber, with a resultant increase in prices. At the present time the supply of lumber is falling considerably short of the actual demand. Adverse conditions in the producing centers have been so marked that it is feared the scarcity of the most popular grades of hardwood will continue for several months. Yard stocks will soon be so depleted that it will be months before a normal status again may be reached. Lumber already produced and on sticks probably will have to stand the brunt of the demand well into the spring and inasmuch as this stock is far below normal, some fancy prices are anticipated. Higher quotations on practically all grades of lumber seem assured. There have been some advances over the previous few weeks, with red gum probably leading. Furniture factories in this district are substituting red gum more and more for oak. A few months ago the inability of the mills to produce a sufficient supply of plain and quartered oak not only made the furniture people uneasy as to whether or not their actual wants could be supplied, but the demand was so heavy and the supply so short that prices on various grades of oak commenced to soar. Furniture manufacturers then turned to gum and created a boom market in this lumber, which now is beginning to emulate oak in price advances. There seems to be a fair supply of gum available, sufficient probably to meet the insistent demand fairly on time, but it is expected to continue to

The demand for plain oak for the past several weeks has caused a still



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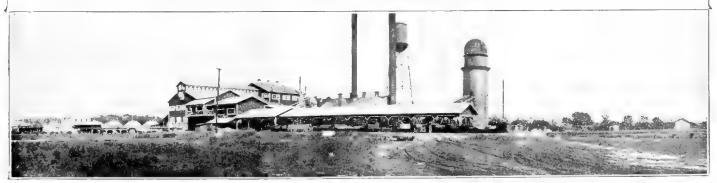
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	STOCK	LIST, N	March, 1	916.						
	3.8"	1 2"	5 8"	3.4"	4.4"	5 4"	6.4"	8 4"	10 4"	12 4
st & 2nd Qtd, White Oak, 6 to 9 '	64,000	82,000	43,000	95,000	277,000	31.000	7,000	16,000		
st & 2nd Otd, White Oak, 10 ' & np		58,000	24,000	22,000	89,000	9.000				
st & 2nd Otd, White Oak, 12 to 14		.,.,,,,,,,				6.000				
o. 1 Com. Otd. White Oak, 4" & up	51.000	95,000	61.000	49.009	134.000	32,000	2,000	2,000		
o, 2 Common Qtd, White Oak, 3' & up	7.000	4.000	14,000	12,080	75.000	2,000				
r. Otd. White Oak Strips, 2 to 31g (sap no defect)					42,000					
r. Otd. White Oak Strips, 4 to 41/2					31,000					
r. Otd. White Oak Strips, 5 to 51				·	27,000					
o. 1 Com. Otd. White Oak Strips, 21g to 51g				1.000						
o. 1 Com. Otd. White Oak Strips, 2 to 51					114,000					
t & 2nd Plain White Oak, 6" & up	265,000		83.000		35,000	5,060	32,000		,	
o, I Com, Plain White Oak, 4' & up	•	21,600		•	36,000	8,000	1,000	5,000		
o. 2 Com. Plain White Oak, 3 & up			3,000	2,000	5,000		4,000			
o. 3 Com. Plain White Oak, 3' & up	27,000	16,000	11,000	12,000	.,,,,,,,					
t & 2nd Plain Red Oak, 6' & up	1.000	4,600	11,000	31,000	6,000	3,000	2,000	5,000		
o. 1 Common Plain Red Oak, 4" & up			8,000	,	131,000		2,000			
o. 2 Common Plain Red Oak, 3 & up			6.000	13.000	71.000	26,000	9,000			
	353,000	533,000	72,000	217,000		33,000	58,000	7.000		
o. 1 Com. Red Gum, 4" & up		86,000	,	179,000		160,000	54,000		1,000	
o. 1 Com. & Better Otd. Red Gum, 60 & 490							7,000			
it & 2nd Sap Gum, 6" & up		3.000						52,000	8,000	6,0
at & 2nd Sap Gum, 12" & up (stained)					11,000					
st & 2nd Sap Gum, 13" & up					9,000	,				
t & 2nd Sap Gum, 18' & up					7,000					
o. 1 Com. Sap Gum, 4" & up						15,000	6,000	19,000		
o. 2 Com. Sap Gum, 3" & up		5,000		2,000		9,000	1,010	4,000		
lear Sap Gum Strips, 21g to 51g (stained)					19,000					
lear Sap Gum Strips, 21g to 51g (bright)					17,000					
o. 1 Common Ash					5,000					
**					25,000					
The state of the s	,				56,000					
io. 2 Common Elm					15,000					
Vo. 1 Common Tupelo Gum					11,000					

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# Southern Hardwoods —— Gum, Oak and Ash

J. H. Bonner & Sons

Milia and Office, QUIGLEY, ARK. Postoffice and Telegraph Office, HETH, ARK. further rise in quot time. A steady market for 4 4 quartered onk is noted and specialities in widths and lengths are commanding prices considerably in advance of quotations of recent date. Activity in building operations is the forerunner of a prospector season in the Queen City. Lumbermen and building supply dealers, sash, door, blind and hardwood flooring concerns are propering to meet one of the heaviest demands in many cossons. The railroads still are mainstays of the lumber market in this section. The demand from the corriers for thesis especially good, while their request for immediate delivery of lumber for general station and track repairs and improvements is active. The wood consuming factories are working on full time and their requests serve to tone up the local market.

From various points come reports that the walnut market has slumped badly, but in this district the demand for walnut still maintains an even keel, although the domestic consumption has suffered some setback. A busy season is expected by manufacturers of farming implements, practically all the concerns of this nature in the Cincinnati district buying stocks in considerably increased volume. They are giving notice that a material increase in the price of their output may be expected in the near future, owing to the advancing lumber quotations. There has been little real change in the demand for the respective hardwoods, although the retail demand for ash is maintaining a steady gain. Maple and birch remain unchanged, with a few slight price advances reported. Cottonwood is in fair request and poplar is enjoying a brisk trade. Retailers are exhibiting more of a tendency toward stocking up with cypress and a few of the larger line yards are ordering in good volume, but, taken as a whole, the cypress market still fails to respond energetically to the boost given by the advancing hardwood market.

### =≺ CLEVELAND **>**=

While no alteration in prices for any hardwoods is noted, all quotations are firmly maintained, with indications for an advance with increased buying interest from the consuming public. Both producing interests and retailers are helying a fajr call. Oak is being taken in more liberal quantities than other varieties. While a fair amount of wood is being taken for miscellaneous work, such as automobiles, the principal business from now on is expected to come from building activities. Contrary to usual cold seasons, there has been a large amount of residence construction going on this winter, and with finishing up work hardwood of all kinds is expected to be called for. Plants are preparing for this rush.

### =< TOLEDO >=

The hardwood situation is looking well. The demand is good and covers general lines. Factory demand is excellent and furniture concerns, box factories and other manufacturing institutions are using fairly large amounts of hardwoods. There is a good call for \$\sigma\text{im}\$ and ash for use in automobile factories, and a very small demand here for quartered oak, and the plain oak is not strong. Prices are firm with a decided upward tendency. The demand on thick black walnut has weakened. This lumber is very hard to secure. Inside flooring and finish concerns state that there is a good call in these lines. Automobile factories are using a great deal of lumber and a better trade is expected when spring trade opens.

### =≺ INDIANAPOLIS >=

With the opening of the building season in Indianapolis, dealers report a searcity in all hardwoods and are predicting higher prices in the near future. If the building operations in the city reach the proportions anticipated, it is expected that a scarcity will be felt that has not been experienced here for several years. Floods were responsible to a great extent for the present condition of the market. Furniture factories are enjoying an unusual period of prosperity and the companies engaged in the industry are steady and heavy buyers of the better grades of hardwoods.

The demand for hardwoods as well as other lumber is reflected in the report of the commissioner of buildings on building operations during February. The valuation of building improvements for the month was \$408,931, as compared with \$397,750 during the corresponding month of the previous year. The number of fuilding permits issued was 414 as compared with 365 last year.

### =≺ EVANSVILLE **>**=

Local hardwood lumber manufacturers say the market has been improving steadily during the past month and prices are getting better and the outlook for future business is good. Many of the big mills there are being operated on full time or on a schedule of nine hours a day. The demand for plain oak is good, but quartered white oak is only in fair demand. Ash is strong, poplar is still dragging, and elm is in fair demand only. Hickory is also fair and much has been sold here during the past month to handle and buggy manufacturers. Gum remains strong and the price is going up. Furniture manufacturers have been in the market lately for a great deal of gum. There is demand just now for quartered sycamore and a good deal of this lumber is moving. Maple is in fair demand, while wilnut remains sluggish and many of the manufacturers report that they are still well stocked up on walnut.

The situation is one of encouragement. Leading manufacturers can see nothing that should cause one to lose confidence in future trade. The

general tone is better than it was this time last year. Most of the wood consuming factories are still running on full time and in some instances the plants are being operated overtime. Reports from the South and Southwest, where a great many of this city's manufactured products are sent, say that trade is looking up nicely. Plow, wagon, buggy, furniture, desk and table manufacturers say they are looking for a volume of business larger than during the year 1915. The veneer plants in this section continue to run on good time. The retail lumber dealers say prospects look good to them. Considerable building is going on in Evansville and both architects and contractors express the belief that after the middle of March or the first of April they will have about all the work they can look after. Planing mills are operating on full time and sash and door men report both local and out of town trade looking up.

### **=<** NASHVILLE **>**==

Conditions in this territory continue generally satisfactory, Some complaint of shortage of cars is heard throughout the southern territory. which is the result of general expansion of business. Export business is also curtailed by the prohibitive steamship rates, and this is an important part of the hardwood business in the south. However, demand continues good, with railroads and manufacturers in various lines placing good orders. There is good demand for plain and quartered oak, ash and hickory. Demand is also noted for poplar and chestnut. Prices rule generally steady. There is considerable building activity in Nashville, several buildings having been planned which will require an expenditure of more than \$1,000,000. Permits for improvements to cost \$241,000 were issued by the city supervisor of building during February.

### ====< BRISTOL **>**=

Hardwood lumbermen in this section are encouraged with the outlook for business and believe that the spring will bring a better demand and better prices. They are convinced they are entitled to higher prices and will get them during the present year. Indications are that there will be unusual activity in manufacturing in this section this year.

### -----≺ ST. LOUIS >----

The hardwood situation is improving, and there is an increasing demand for all items. There is considerable ordering by country retailers as well as the consumers. Furniture factories have been particularly active with their orders recently. Oak has been in especially good request, both plain and quartered being called for. It is noticed that holders of oak are not anxious to fill large orders as they are afraid that owing to the scarcity that prevails, they cannot fill orders so quickly as requested. There is a good call for gum, particularly red gum for the factory trade. This item is quite scarce and a good price is obtained. High-grade thick poplar is having an increased movement and the lower grades are increasing in value. This stock is easily sold at advanced prices. Ash is in good demand, and stock brings an excellent price. The call for cottonwood is improving. All lower grade hardwoods are much sought for by box manufacturers.

Cypress conditions are about what they have been for several weeks The demand is better than it was a year ago. The country retailers are doing some buying, but they are coming in with small orders and call for quick delivery owing to depleted stocks. Some buying is done by the line yards. The factory trade is showing a steady increase. Stocks are low all through this territory, particularly some items, such as 11/2, 2 and 3-inch tank stuff.

### ====≺ GLASGOW **>**=

Chief interest, since last report, has been centered on the decision by the government to restrict certain descriptions of timber imports and to what extent these restrictions will be carried. Considerable difference of opinion exists as to what are and what are not furniture woods at the present time. The inevitable result of such an announcement has been that with the light stock of hardwoods held generally prices have been advanced very sharply. It is a very difficult matter, however, to differentiate between what woods are necessary and what are unnecessary. It is likely that those woods for shipbuilding and box making will be interfered with, but such staples as mahogany and oak boards are being used for government orders and it is difficult to see how these can be interfered with to any large extent. The whole position at present is rather obscure and further intimation from the government is anxiously awaited.

During the past fortnight a good clearance has been effected from the stocks of hardwoods held by importers. The stock of oak boards, for instance, is almost exhausted, keen competition having taken place for several lots on the quay and a few transactions for stock on the way are Several sales have been made from stored stocks of second, third and fourth quality yellow pine deals. Spruce deals still continue to attract most attention and prices soar upward. So long as the existing demand continues, there is little likelihood of any setback in values,

The Russian ship "Parchim" from Port Arthur has arrived at Greenock with 3,528 logs, sawn pitch pine and 1,693 pieces pitch pine deals on contract. Imports all over are on a moderate scale and decidedly inadequate for this market's requirements.

Prices now being quoted for forward delivery are very much in excess of what has been paid recently, and if freight rates continue upward, as they seem likely to do, prices will be advanced accordingly.



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20M INF Nos. 2 & 3 basswood *	10 M 1" No. 3 common red oak
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Vail Cooperage Company		Jones. G. W., Lumber Co 11	Waetjen, Geo. L., & Co		Indiana Lumbermen's Mut. Ins. Company	45
Von Platen Lumber Company	53	Kerns, Geo. F., Lumber Co 11 Kraetzer-Cured Lumber Co	Wisconsin Seating Company	52	Lumber Mutual Fire Insurance	
Willson Bros. Lumber Company Wistar, Underhill & Nixon		Lamb-Fish Lumber Company 7.43	Wisconsin Veneer Company	52	Company	4.5
Wood-Mosaic Company	7	Liberty Hardwood Lumber Co 41	Wood-Mosaic Company	- 4	Lumbermen's Mut. Ins. Co	45
Yeager Lumber Company, Inc	54	Little Rock Lumber & Mfg. Co 4-7 Long-Knight Lumber Company 7			Lumbermen's Underwriting Alli-	
Young, W. D., & Co	5	Maisey & Dion	MAHOGANY, WALNUT, ET	С.	ADCS	
OAK.		McIlvain, J. Gibson, & Co 2	Davis, Edw. L., Lumber Co		Manufacturing Lumbermen's Underwriters	
Powell-Myers Lumber Co	5	McLean, Hugh, Lumber Co 54 Miller, Anthony 54	East St. Louis Walnut Co		Pennsylvania Lumbermen's Mut.	
See List of Manufacturers on		Miller Lumber Company	Evansville Veneer Company	35	Fire Ins. Company	45
pag*	8	Miller, Sturm & Miller 54 Mowbray & Robinson Company 7-10	Francke, Theodor, Erben Gmb. H		Rankin-Benedict Underwriting Co.	
POPLAR.			Hartzell, Geo. W		TIMBER LANDS.	
Anderson-Tully Company Atlantic Lumber Company	4.7	Nickey Bros., Inc	Huddleston-Marsh Mahogany Co.		Lacey, James D., & Co	
attance Domoer Company		Paepcke Leicht Lumber Co 7-42	Long-Knight Lumber Company		Diecy, same D., a continue	
RED GUM.		Penrod, Jurden & McCowen 7.8	McCowen, H. A., & Co			
Aberdeen Lumber Company		Probst Lumber Company	Palmer & Parker Co		TIMBER ESTIMATORS.	
Anderson-Tully Company Archer Lumber Company	4-7	Roddis Lumber and Veneer Co	Penrod Walnut & Veneer Co	- 5	McDonald, Thomas J	47
Attley, J. M., & Co			Pickrel Walnut Company Purcell, Frank			
Baker-Mathews Mfg. Co		Skeele-Roedter Lumber Co 11	Rayner, J.		MISCELLANEOUS.	
Bliss-Cook Oak Company	7-44	Sondheimer, E., Company 7 Spotswood, E. R., & Son			Childs, S. D., & Co	
Blanks, H. B., Lumber Company. Bonner, J. H., & Sons		Standard Hardwood Lumber Co 54	SERUCIO DE ESCUEIT COMPANY		Dry Kiln Door Carrier Company	
Brown, Geo. C., & Co	7-12	Stimson Veneer and Lumber Co 38 Sullivan, T., & Co 59	HARDWOOD FLOORING.		Gerlach, The Peter, Company	
Brown, W. P., & Sons Lbr. Co	7	Swain-Roach Lumber Company. 38			Lumbermen's Credit Assa	10
Colfax Hardwood Lumber Co						
	4	Taylor & Crate 54	Bliss-Cook Oak Company			3
Kraetzer-Cured Lumber Co	4		Bliss-Cook Oak Company Cobbs & Mitchell, Inc		Perkins Company  Requarth, F. A., & Co	3

# CLASSIFIED **ADVERTISEMENTS**

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For four insertions60c	a	line

Eight words of ordinary length make one line. Heading counts as two lines. No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

### **EMPLOYMENT WANTED**

### POSITION WANTED

As buyer and inspector of carriage, automobile and wagon stock. "INSPECTOR," Edison Hotel, St. Louis. Mo.

### **EMPLOYES WANTED**

### WANTED

Competent Hardwood Inspectors. Furnish full details of your experience in first letter. Address "BOX 30," care Hardwood RECORD.

### LOGS WANTED

### WANTED-BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohie.

### **DIMENSION STOCK WANTED**

### WANTED-DIMENSION OAK

Plain and Quartered. Write us for specifications and prices. INDIANA QUARTERED OAK CO., 52 Vanderbilt Ave., New York, N. Y.

### TIMBER LANDS WANTED

### THOROUGHLY RESPONSIBLE PUR-CHASER

With ample means will pay cash for tracts (2,000 acres and up) of virgin pine, cypress, and hardwood timberlands owned in fee-in the southern and southeastern states.

We are not brokers, commission men or factors. but actual buyers, and all propositions submitted will be regarded in confidence.

We solicit correspondence only with owners or their legally authorized representatives. Address "BOX 90," care HARDWOOD RECORD.

### LUMBER FOR SALE

### FOR SALE

Dry Red Oak

About 3 cars 1/2" thick No. 1 and No. 2 common. F. C. ZUPKE & CO., Memphis, Tenn.

### FOR SALE—HARDWOOD LUMBER

Poplar, oak, hickory, ash, elm, beech, magnolia. Exceptional quality cut from rich uplands. GULF WOODWORKING CO., Laurel Hill, La.

### LUMBER WANTED

### WILL PAY CASH

For the following, 6/4" & 8/4" No. 1 common and No. 2 common Birch; 10/4" and thicker No. 2 common & better Birch; Basswood all grades and thicknesses. Send full description.

LANDECK LUMBER CO., Marquette Bldg., Chicago, Ill.

### MACHINERY FOR SALE

BAND MILL, ETC.

Allis-Chalmers No. 3 Band Mill; 36' Carriage; 12" Shot Gun feed; Slab slasher; Live rolls, etc. Used only 3 years; in splendid condition; will sell cheap. RELIANCE EQUIPMENT CO., INC., Mobile, Ala.

### TIMBER ESTIMATING

### TIMBER ESTIMATING

Timber estimates, reports, maps, surveys and logging plans.

> T. J. McDONALD, East Tennessee Bank Bldg., Knoxville. Tennessee.

### BUSINESS OPPORTUNITIES

### OPENING FOR WHOLESALE YARD

Louisville vard excellent layout, about 200x 425' switch entire length on B. & O., Monon & Southern tracks, well arranged, no teams required and inexpensive to operate. Also excellent factory site. KENTUCKY-INDIANA HARD-WOOD CO., Louisville, Ky.

### FOR SALE

10 to 20 years' hardwood stumpage for lumber, dimension and chair back mill; also sawmills and logging equipment. Terms to responsible parties.

Address

BOX 486, Palestine, Texas.

### VENEERS FOR SALE

### FOR SALE-ROTARY CUT RED OAK-

Te" Veneer, cut in squares ranging from 14x14 to 23x23". Address "BOX 10," care HARDWOOD RECORD.

Swage your CHISEL and SOLID TOOTH CIRCULAR, your BAND, GANG and CYLINDER SAWS with the

### "SIMPLEX"

The only 8 in 1 Roller Die Swage made.
WRITE FOR PRICES.

The Peter Gerlach Company, CLEVELAND, SIXTH CITY

# **COUNTERFEIT CHECKS** are frequent except where

Two Piece Geometrical Barter Coin is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO. Chicago We also make Time Checks, Stencils and



### If you want to get in touch with 3000 Live Wire Buyers of Hardwoods

it will pay you to find out about the Hardwood Record's

### BULLETIN SERVICE

One man, who uses the service gives it credit for earning annually \$10,000 for him. Write for pamphlet-

"Selling Lumber By Mail"

It will prove a revelation to you.

### HARDWOOD RECORD

(Bulletin Dept.)

537 So. Dearborn St., **CHICAGO** 

If you are not a subscriber to HARDWOOD REC-ORD and have a suspicion that you would like to see a copy, it is yours for the asking.

# HARDWOODS FOR SALE

# LUMBER

NO LC & BUR OF 106 RIN . . . NO LCABIR CO.

TARIPS A 115 NO 1 C. S. C. S. S.

LOG REN

100 RIN 14 to 6 45. E. R. SPOTSWOOD

N Laxingt NO. 2 C. & BTR. 4 I to S 47 6 most dry north n Padran's stock VAIL COOPERAGE COM

NO LC & BIR CONTROL OF STREET

### BASSWOOD

115 ...... 1.15.

### BIRCH

NO. 1 & BTR. CURLY 13 STR., NO. 1 & BTR., NO. 1 CA BTR. 104 A. M. M. W. Buffalo, Buffalo, LUMBER CO., Buffalo, YENGRE LIMBER COMPANY, INC. BAGA

### CHERRY

- · · · G ELIAS & BRO HOFFMAN BROS. COM

CHESTNUT

SON Toxington Ky -1., LUMBLE CO. INC. Borodo, N. Y.

### COTTONWOOD

### CYPRESS

LOG RUN CARROLL STREET COM A BIR CO.

### ELM-SOFT

VERN HARDWOOD LUMBER CO. At

DAKLE MATTHEWS MANUFACTURING

NO 2 C A BIR, 63 LANKS LIMBER CO., Cairo, III NO, LACA C. 147. BLISSCOOK OAK CO., pseulgjark

TOG REVENUE BOYLE, INC., Chicago

NOS, I & 2 C, 6 4 GEORGE P. KLIGS EMBER CO., Chicago, III.
NO. 2 C & NO. 3 C, 6 1 KNEET V.D.
10 (10 W SOMPANY Ro. cus. Mr.)
LOG RIN, m.c.o., 14", 500 14 & 16", 1 yr. dry
10 (10 K TN).

Creek Tex. NO. 2 C. & BTR. 44". 8 most dry, northern Indiring stock. VAIL COOPERAGE CO., For: Wayne, Ind.

### ELM—ROCK

### GUM—SAP

NO. 1 & 2 C. 5 4", 18 mes, dry, fine stock BAKER MATTHEWS MANUFACTURING CO

PANEL & NO. 1, 14", 6 mos, dry, H B BLANKS LUMBER CO. Cairo, III FAS A NO. 1 C. 4 4 1 to a 1 1 C. LARE CO. BOYLE, INC. chicago, III PANEL 3 4", 18" & up. 12 to 16', Kraetzer-BON BONBO 14 1, 117 12 10 to 16', Kraetzer-BON BONBO 14 1, 12 to 16', kraetzer-BON BONBO 14 1, 12 to 16', kraetzer-BON BONBO 14 1, 12 to 16', kraetzer-BON GANGO 14 12 to 16', kraetzer-NO. 1 & 2 C. 1 & Kraetzer-BOND 2 & C.

NO. 1 C. 34 C. 64 NO. 2 C. 44 C. 6 148 58 C. 64 KRAHTZER CURED LUNG CO. Cincinnati, O.

nos dry, Louisviils, Ka

### **GUM—PLAIN RED**

FAS & NO. 1 C. 4 C. 4 most dry CLARUNCE (VIII. 1887) Clause 11 WILL 18 2 Change 14; FAS 4 4 to 84", 12 to 16", Kraetzer-cured, NO & 2 C, 4 4 to 6 4", 12 to 16", Kraetzer-cured, Society of Elloway & Co. Monados, Torn PNS 18 3 to 6 4", NO, 1 C, 4 4 to 5 4 NO, 2 C, 4 to 6 4", KRAETZER-CURED LUMBER CO.

1 As | S | 1 2 | 5 8 | 8 4 | 5 | 4 8 6 4 | NO, 1 C | 6 8 2, 8 4 | 5 | 4 & 6 | 4" | LAMB-FISH LUMBER CO

town & BTR, 4.4 (1) (1) (II) (II) (II) (III) (II

### **GUM—QUARTERED RED**

44", ran withs and lights, 5 LOUISVILLE VENEER MILLS

### HACKBERRY

NO 2 C A BTR, 4 t 6 was believed by Hills (10), Cairo, Ill.

### **HICKORY**

NO. 1 C. & BTR, 84", 18 mos. dry. F M NO. 1 C. 64", 1 yr. dry. G. ELIAS & BRO. INC. Eartho, N. Y

### MAHOGANY

1.48, NO. 1 C. SHORTS & WORMY, a 1.2 ft and Mexican and Street

at the state, and Chicago

### MAPLE—HARD

NO 1 COLUMN SOLUTIONS A RRO. HAS 1 A 10 & up HOFF MAN Bloss CO Fort Wayne, Ind NO C 1 FILLAND RIGHTON CO.

### OAK-PLAIN RED

NO I C. LI LA OP LAR dry NO. 2 C. 4 4". A up. Lyr lry ANDERSON-TULLY COM-

NO. I C. & BTR, 4.4 to 12.4", good within, and 18. 10.00, civ. HANER MATTHEWS

NO. 1 C. 54", 4" & up. 1 yr. dry. F. M. CUT-NGER, Evanoville, Ind. 1 VS 4 1", 6" & up. HOFFMAN BROS. CO., or Wayn, Ind. NO. I C., 5 4", GEO. F. KERNS LUMBER CO.

COM. & BTR. 44", ran widths, and lights, 2 s, dry LOUISVILLE VENEER MILLS, Louis-

He, Ky
FAS 3 4", 6" & up, 8 mos. dry; NO. 1 C. 44",
& up, 6 mos. dry, STIMSON VENEER &
UMBER CO., Memphis, Tenn.
NO. 1 C. 4 4 & 5 4", UTLEY-HOLLOWAY CO.,
ne ugo, Ill

or (go, 1)! NO. 2 C. 44", 1 yr. dry, northern Indiana ok; No. 3 C. 44", 14 mos dry, northern Indi-a stock. VAIL COOPERAGE CO., Fort Wayne,

NO. 2 C. A BTR. 14 5 4 A 8 4" W R WIL-ETT LUMBER CO. Louisville, Ky. FAS 4 4 to 16 4" 6" & wider, 2 yrs. dry. YEA-ER LUMBER CO. INC. Buffalo, N. Y. TAS A NO. 1 C. 14 4 by a dry. CLARENCE (CLR. No. 1 Charge 11)

### OAK—QUARTERED RED

SO. I.C. 14 F. A sp. Lvr. drv. ANDERSON-LLY COMPANY, Memphis, Tenn, "AS & NO. I.C., 44", hone dry, band sawn, KER MATTHEWS MANUFACTURING CO.,

A BTR., 14", ran wdths, and lgths., 10 mos, dry, LOUISVILLE VENEER

8 to 10 mos. dry. LOUISVILLE VENEZEN MILLS, Louisville, Ky. FAS 1-2", 1 yr. dry; NO. 1 C. 3/4", 1 yr. dry; NICKEY BROS., INC., Memphis, Tenn. NO. 1 C. 4 4", 4" & up. 6 mos. dry. STIMSON VENELE: & LUMBER CO., Memphis, Tenn.

### OAK—PLAIN WHITE

OAK—PLAIN WHITE

NO. 1 C. 4 4", 4" & up. 1 yr. dry; NO. 2 C. 44", 3" & up. 1 yr. dry; ANDERSON-TULLY COMPANY, Memidis, Tenn.

NO. 1 C. & BTR. 44 to 12 4", good withs, and 18 to 18

COM, A BTR. 44", ran withs, and lights, 2 is div LOUISVILLE VENEER MILLS, Louis-

Ville Kv F V 10" & up, 1 yr, dry. NICKEY BROS., INC. Memphis, Tenn. F V 5 1 8", 6" & up, 1 vr, dry; F V 8 4 4", 6" & up, 10 mes dry; NO, 1 C, 1 2", 4" & up, 15 mos. dry. STIMSON VENEER & LUMBER CO., Memphis, Tenn.

NO. 2 C. 4 4", 14 mos.

### HARDWOODS FOR SALE

dry, northern Indiana stock, VAIL COOPER-AGE COMPANY, Fort Wayne, Ind NO. 2 C. & BTR. 44, 54, 64 & 84". W. R. WILLETT LUMBER CO., Louisville, Ky. FAS 44 to 16/4", 6" & wdr. 2 yrs dry, YEA-GER LUMBER COMPANY, INC., Buffalo, N. Y.

### OAK-QUARTERED WHITE

NO. 1 C. 4/4". 4" & up. 1 yr. dry. ANDERSON-TULLY COMPANY, Memphis, Tenn.
FAS 4.4", 12 to 16". GEO, C. BROWN & CO., Memphis, Tenn.
NO. 1 C. & BTR. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.
FAS 3/4", 6" & up. 1 yr. dry. F. M. CUT-SINGER, Evansville, Ind.
FAS 3/8 to 8-4", 6" & up. HOFFMAN BROS.
COMPANY, Fort Wayne, Ind.
LOG RUN 4 4 to 8 4". KRAETZER-CURED LUMBER CO., Cincinnati, O.
FAS 3/8, 1/2, 5/8, 3/4 to 5.4", 9 to 12"; FAS 8/4", 4" & up; FAS 1/2, 5/8, 3/4 to 5.4", 10" & up; FAS 5/4", 12 to 14"; NO. 1 C. 3 8, 1/2, 5'8, 3/4 to 5.4", 12 to 14"; NO. 1 C. 3 8, 1/2, 5'8, 3/4 to 5.4", 12 to 14"; NO. 1 C. 3 8, 1/2, 5'8, 3/4 to 5.4", LAMB-FISH LUMBER CO., Charleston, Miss.

3/4 to 5/4". LAMB-FISH LUMBER CO., Charleston, Miss.

COM. & BTR., 5/8-4'4", ran. wdths. and lgths., 8 to 10 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

FAS 3/8, 5/8 & 3/4", 1 yr. dry; NO. 1 C. 3.8, 1"2, 5/8 & 3/4", 1 yr. dry; NO. 1 C. 5.4 & 6.4", 8 mos. dry. all well figured; NO. 1 C. & BTR. BACKING BOARDS 1/4", 6" & up, full thickness; NO. 1 C STRIPS 4 4", 21", 21 to 31", 1 yr. dry. well manufactured. NICKEY BROS., INC., Memphis. Tenn.

Tenn.

FAS 1/2 & 3/4", 6" & up, 1 yr, dry; NO, 1 C, 3/8, 1/2, 4/4 & 5/4", 4" & up, 1 yr, dry; NO, 1 C, 3/8, 1/2, 4/4 & 5/4", 4" & up, 1 yr, dry; STIMSON VENEER & LUMBER CO., Memphis, Tenn.
FAS & NO, 1 C, 4/4", 'UTLEY-HOLLOWAY COMPANY, Chicago, Ill.
NO, 2 C, & BTR, 4/4 to 6/4"; CLEAR STRIPS, 4/4 & 5/4", 2½ to 5½", W, R, WILLETT LUMBER CO., Louisville, Ky.

### OAK—MISCELLANEOUS

NO. 2 & BTR. WORMY, 4 1 to 8 4". ran. wdths. and lgths., 1 "r. dry. ARPIN HARDWOOD LUMBER CO., Atlanta. Wis.

BRIDGE PLANK, 8 4 & 12 4". 2 yrs dry, nice stock, mixed. BAKER-MATTHEWS MANU-FACTURING CO., Sikeston, Mo.

NO. 2 C. PLAIN, 444", 1 yr. dry; NO. 2 C. & BTR. 444", 828. 6 mos. dry. H. B. BLANKS LUMBER CO., Cairo, III.

CRATING, 4/4", rough or \$2\$ to 3,4". BLISS-COOK OAK CO., Blissyille, Ark.

NO. 1 C., PLAIN, 444". GEO. F. KERNS LUMBER CO., Chicago, III.

NO. 3 C. 5/4"; NO. 1 C. & BTR. SOUND WORMY, 4 4"; RED SOUND BILL STUFF, 2x6 and 2x8". E. R. SPOTSWOOD & SON, Lexington, Ky.

and 2x8". E. R. SPOTSWOOD & SON, Lexington, Ky.
FENCING, 1x6, 14 & 16'. W. R. WILLETT LUMBER CO., Louisville, Ky.

### PINE—WHITE

NO. 3 C. & BTR. 4 4", 1 yr. dry, MINED NO. 4 & 5, 4 4", 1 yr. dry. M. D. REEDER, Chicago, III.

### **POPLAR**

\*\*SAPS 4/4", 4 mos. dry. CLARENCE BOYLE, INC., Chicago, Ill. \*\*FAS 10/4-16 4", 6" & up. 18 mos. dry. F. M. CUTSINGER, Evansville, Ind. \*\*FAS 5/8"; \*\*COM. & BTR. 4'4". HOFFMAN EROS, COMPANY, Fort Wayne, Ind. \*\*COM. & BTR., 5/8" & 4'4", ran, wdths, and Igths, 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky. \*\*FAS 4'4", 14" & up. 50% 14 & 16'; \*\*CLEAR SAPS & SELECTS, 4/4", 12" & up. 50% 14 & 16'; \*\*NO. 1 C. 4 4 to 6 4', 50% 14 & 16'; \*\*NO. 2 C. 6 4'', 50% 14 & 16'. \*\*NO. 3 C. 6 4'', 50% 14 & 16'. \*\*NO. 3 C. 6 4'', 50% 14 & 16'. \*\*NO. 3 C. 6 4'', 50% 14 & 16'. \*\*NO. 3 C. 6 4'', 50% 14 & 16'. \*\*NO. 3 C. 6 4'', 50% 14 & 16'. \*\*NO. 3 C. 6 4'', 50% 14 & 16'. \*\*NO. 3 C. 6 4'', 50% 14 & 16'. \*\*NO. 3 C. 6 4'', 50% 14 & 16'. \*\*NORMAN LUMBER COMPANY, Louisville, Ky.

Louisville, Ky.
NO. 2 C. & BTR. 4'4 to 16 4". W. R. WILLETT
LUMBER CO., Louisville, Ky.

FAS 5'8" to 16'4", 7" & wdr., 2 yrs. dry. YEA ER LUMBER COMPANY, INC., Buffalo, N. Y

### **SYCAMORE**

LOG RUN, m.c.o., 44", 40% 14 & 16', 11 mos dry. LIBERTY HARDWOOD LUMBER CO., Big Creck, Tex.

### TAMARACK

MERCH, 8 4", 1 yr. dry. M. D. RPEDER, Chi-

### WALNUT

NO. 1 C. 4/4", 4" & up. 18 mos. dry. F. M. CUTSINGER, Evansville, Ind. FAS 4/4 to 6/4", HOFFMAN BROS. COMPANY, Fort Wayne, Ind. C. 5/8 to 8/4" years dry. FAS & NO. 1 C. 5/8 to 8/4" years dry.

FOR Wayne, Ind.

FAS & NO. 1 C. 5/8 to 8/4", very dry. HUDDLESTON-MARSH MAHOGANY CO., Chicago,
III.

LOG RUN 8/4". KRAETZER-CURED LUM-BER CO., Cincinnati, O.

COM. & BTR. 44", ran. wdths. and lgths., 6 to mos. dry. LOUISVILLE VENEER MILLS,

8 mos. dry LOUISVILLE VENEER MILLS, LOUISVILLE VENEER MILLS, FAS 1/2, 5/8, 3/4 to 8 4", 6 mos. dry; NO. 1 C. 1 2, 5/8, 3/4 to 8 4", 6 mos. dry. PENROD WAL-NUT & VENEER CO., Kansas City, Mo.

### **MISCELLANEOUS**

GUM CRATING, 4/4", rough or S2S to 3'4". BLISS-COOK CO., Blissville, Ark. SHORTS, MIXED TIMBER, 4/4 to 8/4", northern indiana stock. VAIL COOPERAGE CO., Fort Wayne, Ind.

### FLOORING **MAPLE**

CLEAR, 13  $16\chi^2$ ", 13  $16\chi^2$ ", ", 13  $16\chi^3$ ", ", 1 1  $16\chi^2$ ", ", FACTORY, 1 1  $16\chi^2$ ", ", 1 1  $16\chi^3$ ", ", NO. 1, 1 1/16 $\chi^3$ ", ", KERRY & HANSON FLOORING

1 1/16x3\%". KERRY & HANSON FLOORING CO., Grayling, Mich. CLEAR 13 16x1\%': SEL NO. 1, 13 16x2", 13 16 x2\%". 3 8x1\%": NO. 1 FCTY, 13 16x2", 13/16x 2\%". THE T. WILC'E COMPANY, Chicago, III.

### OAK-RED

SEL. PLMN, 13-16x1½", 13-16x2", BLISS-COOK OAK CO., Blissville, Ark. SEL. NO. 1, 3-8x7-8". THE T. WILCE COMPANY, Chicago, Ill.

### OAK—WHITE

SEL. PLAIN, 13 16x1½". 13 16x2". BLISS-DOK OAK CO., Blissville, Ark.

### DIMENSION LUMBER **ASH**

CLEAR, 15 8x15 8—26", 8 mos. dry MBER COMPANY, Cincinnati, O. PROBST

### GUM

CLEAR, 3x3 30" and 2x2 30", 4 most dry; CLEAR, 1½x1½ 30" and 2½x2½ 30", 8 mos. dry. PROEST LUMBER COMPANY, Cincinnati,

### OAK

CLEAR RED SOUARES, 181 16, 32 & 48", kiln dried, BLISS-COOK OAK CO., Blissville, Ark. CLEAR, 2x2—16", 5 mos. drv. PROBST LUMBER COMPANY, Cincinnati, O.

### OAK-WHITE

CLEAR SQUARES, 1x1-16, 32 & 48", kiln dried, BLISS-COOK OAK CO, Blissville, Ark, CLEAR, 2x2-264", 4 mos. dry, PROBST LUMBER COMPANY, Chennati, O.

### VENEER—FACE

LOG RIN up to 18" inc., 12" & up, 5 to 8'. BIRDS EYE VENEER CO., Escanaha, Mich. NO. 1, 112", 8 to 28" wd., 20" lg., rty. MISSISPPI VENEER & LUMBER CO., Cedars.

### BIRCH

LOG RUN up to 1.8" inc., 12" & up, 5 to 8'; DOOR STOCK 1.8", cut to dimension as desired. BIRDS-EYF VENEER CO. Escantia, Mich. LOG RUN & DOOR STOCK, 1'20, 1'16 & 1/8", rtv. cut. HUDDLESTON-MARSH MAHOGANY

CO., Chicago, III.

LOG RUN 1 20, 1 16 & 1 12" up to 86" lo
WISCONSIN SEATING CO., New London, Wi

### ELM

LOG RUN 1 20, 1 16 & 1 12" up to 86" long. ISCONSIN SEATING CO., New London, Wis.

### **GUM**

QTD. FIG. SLICED. 1 24". HUDDLESTON-MARSH MAHOGANY CO., Chicago, III.
QTD., FIG'D., any thickness. LOUISVILLE
VENEER MILLS, Louisville, Ky.
SEL RED, No. 1, 1 12", 8 to 28" wd., 42 to 46"
long, highly fig., rty.; No. 2, 14", 54," wd., 82 &
86" long, stile ven.; UNSEL, No. 1, 1 12", 8 to 28"
wd., 20" long, rty.; No. 1, 1, 2", 54," wd., 82 & 86"
long, stile ven.; LNSEL, No. 1, 1 12", 8 to 28"
to 29" long, rty.; RED, No. 1, 1, 12", 8 to 20" wd.,
20" long, rty. MISSISSIPPI VENEER & LUMBER COMPANY, Cedars, Miss.

### MAHOGANY

PL. & FIG. 1/28 to 1/4", Mexican & African. HUDDLESTON-MARSH MAHOGANY CO., Chi-

n. thicbness. LOUISVILLE VENEER MILLS, Louisville, Ky.

### **MAPLE**

B'EYE, 1 28", 12" & up wd., 5 to 8' long in sheets, also cut to dimension as desired. BIRDS-EYE VENEER CO., Escanaba, Mich.

### OAK—PLAIN

LOG RUN up to 1/8" inc. 12" and up, 5 to 8'; DOOR STOCK 18" cut to dimension as desired. BIRDS EYE VENEER CO., Escanaba, Mich.
LOG RUN & DOOR STOCK, 1/20, 1/16 & 1/8", rtv. cut. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.
ANY thickness, LOU'ISVILLE VENEER MILLS, Louisville, Ky.
NO. 1, red. 1 12", 8 to 28" wd., 20" long, rty.; NO. 1, red. ½", 5½" wd., 7 to 29" long, rty.; NO. 2, red. ½", 5¼" wd., 82 to 86" lg., stile ven. MISSISSIPPI VENEER & LUMBER COMPANY, Cedars, Miss.
LOG RUN 1 20, 1 16 & 1.12" m.

PANY, Cedars, Miss.

LOG RUN 1 20, 1 16 & 1/12" up to 86". WISCONSIN SEATING COMPANY, New London, Wis.

### OAK—QUARTERED

ALL thicknesses, white, sliced and sawed. HOFFMAN BROS, COMPANY, Fort Wayne, Ind. SI.D. & SWD. 1 20 & 1 5" HUDDLESTON-MARSH MAHOGANY CO., Chicago, III. ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

### **WALNUT**

ALL thicknesses, sliced and sawed. HOFFMAN BROS. COMPANY, Fort Wayne, Ind. S.D. & RTY. CUT. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.
ANY thickness. LOUISVILLE VENEER MILLS,

ANT (HURBIES), DOUBSTILE, KY.

PL. & FIG. PENROD WALNUT & VENEER
O., Kansas City, Mo.

### CROSSBANDING AND BACKING BIRCH

1 28", 1'24", 1/20", 1/16", NEER CO., Escanaba, Mich. BIRDS-EYE VE-

### **GUM**

 $\boldsymbol{ANY}$  thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

### **MAPLE**

1 28", 1 24", 1 20", 1 16". BIRDS-EYE VENEER CO., Escanaba, Mich.

### POPLAR

ANY thickness, LOUISVILLE VENEER MILLS, Louisville, Ky.

### PANELS AND TOPS BIRCH

STOCK SIZES, 14, 516, 3/8", good 18 & 28. HUDDLESTON-MARSH MAHOGANY CO., Chi-

cago, III.

3 PLX, good 1 and 2 sides, 1250 pieces ½ x24x
72"; 986 pieces ½ x30x72"; 346 pieces ½ x36x60";
260 pieces ½ x30x60"; 154 pieces ½ x18x72".
WISCONSIN SEATING CO., New London, Wis.

### **GUM**

QTD. FIG. any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

### **MAHOGANY**

STOCK SIZES, 1/4, 5/16, 3/8", good 1S and 2S, HUDDLESTON-MARSH MAHOGANY CO., Chi-

coga. Ill. ANY thickness. LOUISVILLE VENEER MILLS, Louisville,

### OAK

PL. & QTD. 1/4, 5 16, 3/8", stock sizes, good 1S 2S. HUDDLESTON-MARSH MAHOGANY CO.,

& 28. HUDDLESTON-MANN.
Chicago, III.
ANY thickness, LOUISVILLE VENEER MILLS,

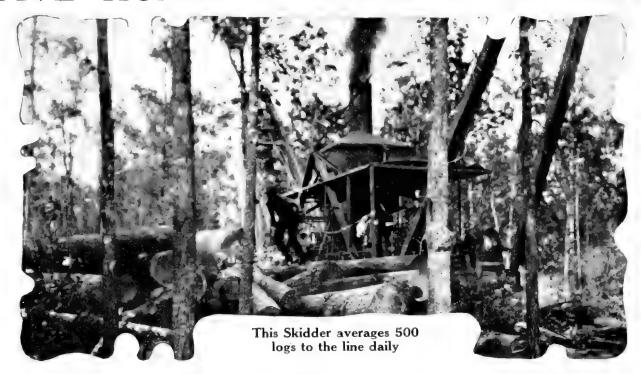
Louisville, Ky. 5 PLY, white oak 2 sides, 20 pieces \$\frac{5}{8}\text{x17x}\$ 62"; 5 PLY, red oak 2 sides, 234 pieces \$\frac{3}{8}\text{x24x}\$ 60"; 56 pieces \$\frac{5}{8}\text{x24x}\text{2"}; 3 PLY, red oak 2 sides, 28 pieces \$\frac{5}{8}\text{x24x}\text{67"}. WISCONSIN SEATING COMPANY, New London, Wis.

### WALNUT

 $\mathbf{ANY}$  thickness, LOUISVILLE VENEER MILLS, Louisville, Ky.

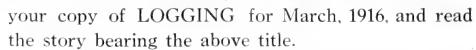
# QUICKINOVIC CLYDES

## FIVE HUNDRED LOGS to the LINE



—Sounds impossible, doesn't it? As a matter of fact it's perfectly simple, the way they work it with the skidder shown in this picture.

If you would wish to learn the full facts, all you need to do is to turn to



If you don't get LOGGING let us know and we'll see that you do henceforth!



### CLYDE IRON WORKS

Manufacturers of Machines for Every Logging Operation

Head Office and Factory at Duluth, Minnesota, U.S.A.



# Stopped By The Inst

Dear Sire

We wish to express our appreciation of the good work being done by your Steam Feed No. 2, which was installed at this plant the latter part of December, 1902.

Since we installed this feed, our mill cut has increased about 50 %, and the difference in the amount of steam required to operate this feed has been un-noticeable.

Yours very truly,

The Bartow Lumber Co.

CARTERSVILLE, GA.

# NOT IF YOU USE SOULE STEAM FEED

Designed by a millman for sawmills, the Soulé Steam Feed gives instant, permanent satisfaction. When we say that it

### Positively Increases Capacity 10 to 50%

We mean that the written statements of all present operators will prove it.

Our claim that it

### Will Not Use Excessive Steam

is but the record of everybody who is now using it. Dozens of sawyers have attested to the

### Absolute, Positive, Instant Control

which means so much to proper, economical production.

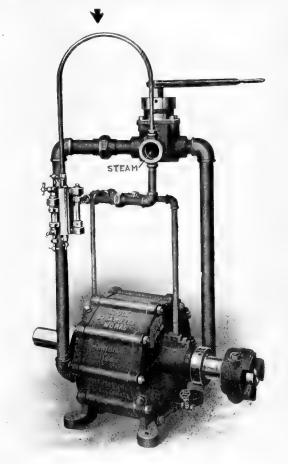
### Not One Cent for Repairs

is the statement of several of our customers. Most of them have never had to see the inside of our feed.

Soulé Steam Feed has long been considered standard for proper sawmill construction—if you are not now using it, when you see how little it costs you will wonder why you ever hesitated.

Now is the sensible time to prepare to speed up when your logs come in.

One reading of our literature convinces most people. If you write today, you will be sure to get it immediately.



# SOULE STEAM FEED WORKS, Meridian, Miss.

MAKERS OF

Drum Outfits, Stackers, Power Timber Handlers, Dollies, Dogs Mill Equipment

# VENEERS AND PANELS

# Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

# It's here right now-

That prosperity you've been pulling for—that we've all been hoping for, has arrived. It isn't a monopoly—there's enough to go around.

# Wisconsin Seating Co. Panels

Those jim dandy 3 ply and 5 ply panels, that to know is to use and praise, will help you get vour share. In all the woods. Connect up with real quality now.

REMEMBER

Good Times and Good Goods Win

WISCONSIN SEATING CO.
NEW LONDON WISCONSIN

Have nothing to offer but Sliced Ouartered White Oak

# VENEERS

which we carry in large quantities.

Let us quote you.

The Buckeye Veneer Co.

Dayton, Ohio

### DOOR MAKERS

can buy one  $\frac{1}{8}$ " birch and oak veneer from stock on hand. This means prompt service. We sell log run or cut to standard dimensions.

### FURNITURE MANUFACTURERS

can be assured of consistent quality in our 3, 16" and \frac{1}{4}" three-ply birch or oak drawer bottoms or case racks.

### Wisconsin Veneer Co.

Rhinelander, Wisconsin

### IMMEDIATE SHIPMENT

is a late you are assured or then planting cour earlier for Panels and Veneers with its

WE CARRY A COMPLETE STOCK

Geo. L. Waetjen & Co.

S. Water and Reed Sts.

MILWAUKEE, WISCONSIN

### **Both Ends and the Middle**

HARDWOOD RECORD reaches most everybody who produces markets and consumes Hardwoods.

Nothing But Hardwoods



# "Ideal" Steel Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

### ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

# I. Stephenson Co., Trustees

WELLS, MICHIGAN

# EAST JORDAN LUMBER CO. EAST JORDAN, MICHIGAN

We Offer for Prompt Shipment:

15M 1x7" up No. 1 Common & Better Maple.

18M 4/4 No. 1 Common & Better Quartered Maple.

200M 4/4 Full Log Run Beech.

50M 4/4 Full Log Run Birch.

50M 4/4 No. 3 Common Birch.

Write for prices

**FULL THICKNESS** 

BAND SAWN

QUICK SHIPMENT

### VON PLATEN LUMBER COMPANY

Iron Mountain, Mich.

Have following stock at Iron Mountain, car shipments:

500 M ft....dry 4 4 No. 1 and 2 Common Maple 100 M ft....dry 5/4 No. 1 and 2 Common Maple 100 M ft......dry 6/4 No. 3 Common Maple 200 M ft......dry 4/4 No. 3 Common Maple

# Strable Lumber & Salt Co.

Manufacturers of

Hardwood Lumber

AND

Maple Flooring

SAGINAW,

**MICHIGAN** 

### BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm, Brown Ash, Red Oak and Hardwood Lath.

Birch Dimension Stock Cut to Sizes

LET US QUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.

# S. L. EASTMAN FLOORING CO. SAGINAW BRAND MAPLE FLOORING SAGINAW MIGH

### HARDWOOD RECORD

Not only the ONLY HARDWOOD PAPER but the BEST LUMBER PAPER published

# "Chief Brand" Maple and Beech Flooring

in \(\frac{2}{3}\), \(\frac{5}{2}\) and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

### Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

We are members of the Maple Flooring Manufacturers' Association

# BUFFALO

The Foremost Hardwood Market of the East

STANDARD HARDWOOD LUMBER COMPANY

OAK, ASH and CHESTNUT

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G. ELIAS & BRO.

HARDWOODS

White Pine Yellow Pine Sprince, Hemlock J.ir. Lumber, Limber Millwork, Boxes, Maple and Oak Hooring

955-1015 Elk Street

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OUARTERED WHITE OAK

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HARDWOODS OF ALL KINDS
893 Eagle Street

Yeager Lumber Company, Inc.

Specialties:

Oak, Ash and Poplar

932 ELK STREET

Buffalo Hardwood Lumber Co.

Dry Band Sawed Stock

Oak Ash Cedar

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T. SULLIVAN & CO. Hardwoods

Ash and Elm

NIAGARA—CORNER ARTHUR

Atlantic Lumber Company HARDWOODS

WEST VIRGINIA SOFT RED AND WHITE OAK Our Specialty: West Virginia and Penisylvania Cherry

1055 Seneca Street

Taylor & Crate
HARDWOODS OF ALL KINDS

A stock of 18,000,000 to 20,000,000 feet of hardweads carried at all times at our two big Buffalo Yards

Established 50 Years Rail or

Rail or Cargo Shipments

Miller, Sturm & Miller

Hardwoods of All Kinds

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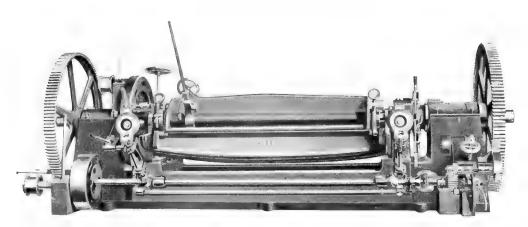
Blakeslee, Perrin & Darling

A Complete Stock of Seasoned Hardwoods including Asl. B. of Birch Cherry, Chestnut, Cypress, Elm. Gum, Hickory Maple, Plain & Quartered Oak Poplar & Walnut,

, Hickory Maps., Plain & Quartered Oak Poplar

1100 Seneca Street

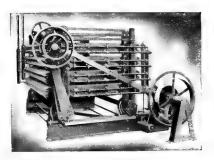
The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.



"MERIT" VENEER LATHE



"MERIT" VENEER CLIPPER



"MERIT" BALANCED PLATE VENEER RE-DRIER

# IF

IF you could get a veneer lathe which is guaranteed to produce the very finest veneer on the market at the lowest possible cost—

IF you knew you could get a veneer clipper that is accurate, and at the same time rapid in cutting veneer into widths, and—

IF you were aware that there is a balanced plate veneer re-drier on the market for flattening and re-drying all kinds of veneer.

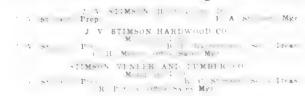
Wouldn't You Investigate?



A QUARTER CENTURY OF SUCCESSFUL MANUTACTURE



The Stimson Operations



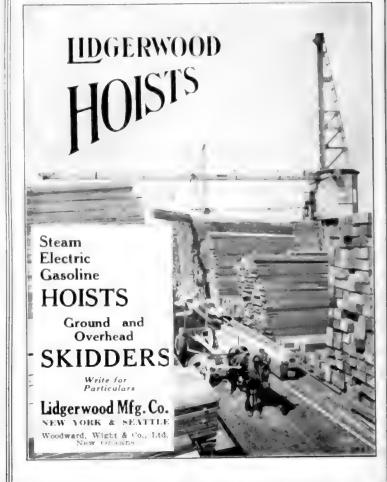
### HARDWOOD LUMBER

38" and up in

Northern and Southern Oak, Walnut, Hickory, Elm, Poplar, Ash, Maple

Rotary veneers, regular and special stock in plain and quartered Northern and Southern oak and gum.

A B C-WESTERN UNION CODE



# GRAND RAPIDS VAPOR DRY KILN

GRAND RAPIDS MICHIGAN

-129-

Grand Rapids Vapor Kilns sold in the last

-122-

days of the year 1915.

-54-

of these were Repeat Orders.

Repeat orders represent satisfaction, the control of the control o

Over 1300 Grand Rapids Vapor Kilns in use.

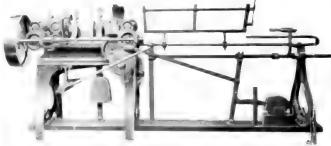
Write us regarding better drying Western Agents Greeff Virinsh Driers

# Broom Handle Machinery

The latest addition to our line of Broom Handle Machinery—the well known "WEST-COTT" Automatic Broom Handle Lathe. This Lathe has, for many years, stood at the front for the turning of broom handles. The quality and excellency of its product is unquestionably the best.

We are now in position to furnish an absolutely complete broom handle equipment, and, if required, design your plant.

Ask us for information about our Tumblers, Bolters, Splitters, Chucking and Boring Machines, and in fact anything you require in this line.



"Westcott" Automatic Broom Handle Lathe

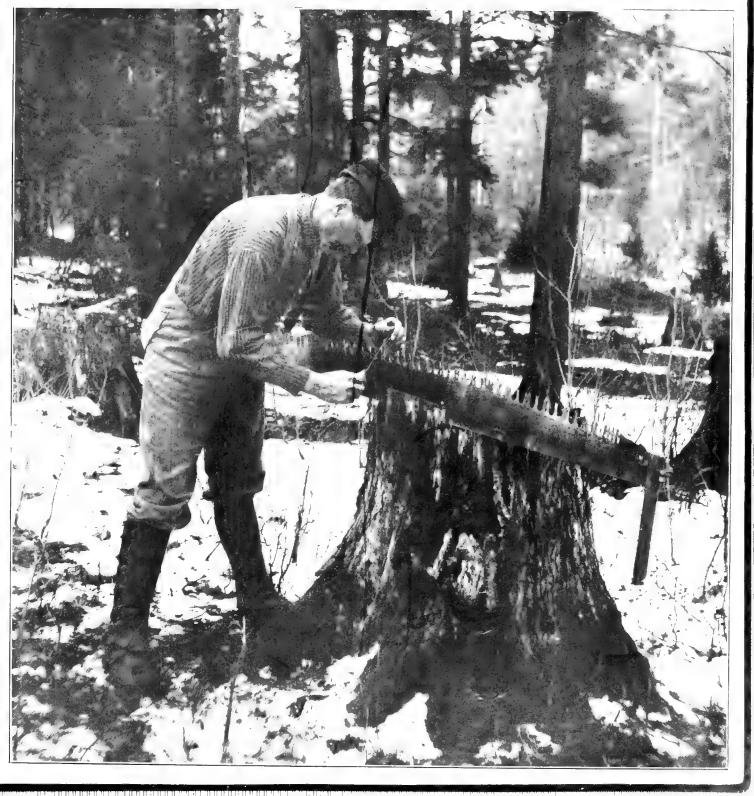
Cadillac Machine Company

# Farwood Record

Twenty-First Year Semi-Monthly

CHICAGO, MARCH 25, 1916

Subscription \$2.
Single Copies, 10 Cents.



# J. Gibson McIlvain & Co.

Philadelphia, Pennsylvania ESTABLISHED 1798

# MANUFACTURERS of LUMBER

HARDWOODS
Our Specialty

Send Us Your Inquiries

Your Order Will Follow

Claims backed by a guarantee necessarily assure you of the

# Real Indiana Oak



When you want to buy that class of stock. The oak logs cut at our La Porte, Ind., mill come from this state and nowhere else.

Our Marmaduke, Ark., plant turns out a fine line of Oak, Ash and Cypress.

Consider what it means to you when our cooperage plants take all the powerer stock and you get only the cream.

Try out that statement

Vail Cooperage Co.

Ft. Wayne, Indiana

# STEARNS"

HARDWOOD SPECIALISTS

Lower Peninsula
MICHIGAN MAPLE

A Complete Assortment Gross Piled and End Piled Winter Sawn White

WE SPECIALIZE IN DIMENSION STOCK

JAMES C. COWEN, Chicago Representative

The STEARNS SALT & LUMBER CO. LUDINGTON, MICH.



# Michigan Hardwoods Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

# Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

# Stock Widths

No. 3 Common Hardwoods

We can furnish No. 3 Common Maple and Beech, random lengths, as follows:

1x4	1x 8
1x5	1x 9
1x6	$1 \times 10$
1x7	1x11 & wider

The stock is mixed Maple and Beech but runs largely Maple

# Mitchell Brothers Co.

Sales Department, Cadillac, Michigan

# FIGURED RED GUM

—and

# THE LOUISVILLE VENEER MILLS

Doesn't the mention of one remind you of the other? We were the pioneers in the introduction and development of Figured Red Gum. We were the first to actively promote its use as a high-grade cabinet wood.

Our great experience in the necessary careful selection of logs and the manufacturing into Veneers enables us to offer you the kind of Figured Red Gum Veneers that will make your product attractive and quick-selling.

We are by far the largest cutters of Figured Red Gum Veneers—it's our specialty—always carry immense stocks, and are, therefore, in best position to send you samples of variety of wood from which you can make your own selection.

Full sized samples by request, express prepaid

WHEN YOU WANT FIGURED RED GUM COME TO HEADQUARTERS

### The Louisville Veneer Mills

Makers of Good Veneers and Panels for more than a quarter of a century.

LOUISVILLE,

KENTUCKY

# BAY CITY, MICH.

he Largest Producing Center of Michigan Hardwoo

# The Kneeland-Bigelow Company

BEECH

200 M it. of 6/4 No. 3 Common 500 M it. of 5/4 No. 3 Common

MAPLE

750 M it. of 5/4 No. 3 Common

"FINEST"

# Maple and Beach FLOORING

∴ Michigan ∴ Hardwood Lumber

Write Friends

W. D. Young & Co.
BAY CITY MICHIGAN

# J. RAYNER VENEERED PANELS

ALL WOODS SEND FOR STOCK

MAHOCANY LUMBER

CARROLL AVE. AND SHELDON ST



### A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Ste. CHICAGO, ILL.

# Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF

Oak Flooring

Complete stock of  $\frac{3}{8}$ " and 13/16" in all standard widths



### Rope and Twist Work

in various styles and wood, made to detail or send us your turnings and we will rope or twist to suit

Pure quited upon to capt of spet hes or allustrations

Your inquiries are solicited

The F. A. Requarth Company Monument Ave. and Sears St., Dayton, O.





Can You Use Any of the Following Items?

QUARTERED WHITE OAK 1 4 1s and 2s, 75,000 ft. 5-4 No. 1 Com., 50,000 ft.

PLAIN RED OAK 4 4 18 and 28, 100,000 ft. 4 4 No. 1 Com., 100,000 ft. PLAIN WHITE OAK 4 4 4 1s and 2s, 100,000 ft, 4 4 No. 1 Com., 160,000 ft.

SOUND WORMY OAK 4 Com, and Bet., 100,000 ft.

POPLAR 4-4 Sap, 30,000 ft. ASH 8 4 No. 1 Com., 30,000 ft.

CHESTNUT 4-4 No. 1 Com., 25,000 ft.

PLAIN RED GUM 4 4 18 and 28, 30 000 1t. 4-4 No. 1 Com., 30,000 ft.

QUARTERED RED GUM 5.4 Is an 1.2s, 25.000 ft, 5.4 No. 1 Com., 30,000 ft, 6.4 No. 1 Com., 50,000 ft.

SAP GUM 14 1s and 2s, 30,000 ft, 44 No. 1 Con., 35,000 ft, 6-4 No. 1 Com., 30,000 ft,

SHORTLEAF YELLOW PINE
4 1 B. and Bet., K. D., 40,000 ft,
4 1 N. 1 Com., 6" to 12",
40,000 ft,

We handle everything in hardwoods, gum of all kinds and shottleaf yellow pine.

### Wood Mosaic Company

Main Office, New Albany, Ind.

Are you interested in

### Quartered Oak Veneers?

We have the best timber and the best plant for the manufacture of this stock to be found anywhere. We make our own flitches, using only Kentucky and Indiana stock, which is famous for mildness, color and texture. We can make immediate deliveries of Quartered Oak Veneers on orders received now.

Get acquainted with our Famous Indiana and Kentucky QUARTERED WHITE OAK.

### Norman Lumber Company

It will pay you to get in touch with

### POPLAR HEADQUARTERS

This is our specialty. Please note the items in stock, ready to ship, and ask us for quotations

4.4. 1s and 2s, 12" and up, 5.4 saps and scheets, 25,000 30,000 ft. ft. 4 4 1s and 2s, 20,000 ft. 6.4 saps and selects, 25,000

5-4 1s and 2s, 15,000 ft. ft. 6-4 1s and 2s, 15,000 ft. 8-4 1s and 2s, 15,000 ft. 8-4 saps and selects, 25,000

4-4 saps and selects, 35,000 4.4 No. 1 Com., 25,000 ft.

· 44 saps and selects, 12" and 5-4 No. 1 Com., 50,000 ft. 4-4 No. 2 Com., 75,000 ft. up, 20,000 ft.

### Edward L. Davis Lumber Company

Kentucky and Indiana Oak, Ash, Walnut

are famous for color and texture. The careful buyer selects not merely "lumber," but stock that will do credit to the job. In our own sawmill at Louisville we cut up the finest logs produced in this section-and the consumer gets the benefit. Ask us for prices on what you need.

### W. R. Willett Lumber Co. Sales Agent Parkland Sawmill Co., Louisville, Ky.

Sales Agent Parkiand Sawmill Co., Louisville, Ky. Look over the following and send in your inquiries for any items listed or any other stock required. We particularly call your attention to our 4-4 1s and 2s Poplar. This stock is the soft, yellow variety, and contains all the panel, nothing having been picked out of the grade. It will run 50 to 60 per cent 14' and 16' long. All our lumber is band-sawn, good widths, and averages 35 to 40 per cent long.

35 to 40 per cent long. Poplar 2 cars 4-4 ls and 2s 5000 ft. 4-4 Panel 21.000 ft. 10-4 ls and 2s 13.000 ft. 10-4 ls and 2s 5000 ft. 16-4 ls and 2s 5000 ft. 16-4 ls and 2s 14.000 ft. No. 1 common Pain Red Oak 44.000 ft. 4-4 No. 1 common 26.000 ft. 8-4 No. 1 common 19.000 ft. 8-4 No.

100,000 ft, 4-4 No 3 common (red and white)

(red and white)

Quartered White Oak
60,000 ft. 4-4 1s and 2s
43,000 ft. 5-4 1s and 2s
43,000 ft. 6-4 1s and 2s
120,000 ft. 4-4 No. 1 common
10" and up
30,000 ft. 4-4 No. 1 common
15,000 ft. 6-4 No. 1 common
45,000 ft. 6-4 No. 1 common
45,000 ft. 4-4 Clear Strips.
2½" to 5½" wide

### C. C. Mengel & Bro. Company

We operate our own Mahogany Logging Camps in Africa, British Honduras and Mexico, and are specialists in the production of Mahogany Lumber, Veneers and Dimension Stock. We carry a large stock of Plain and Figured Veneers, and can submit samples to suit any requirement.

If It's in Mahogany, We Have It



# Oak-the Friend of the Family

OUR grandmothers cherished it—our granddaughters will demand it. Why should we, in our conceit, think we know better?

Regardless of the elements—of high water—of too much snow—of too little snow—or of any other phenomenon, OAK is one wood vou can always get.

While its range of growth is so wide that there is an unending selection of grain, texture, color and figure, it attains the same dependable strength, the same ease of working, the same reliability in drying in all its habitats.

Mr. Woodworker, talk OAK to your trade:

Because the popular confidence in and friendship for this wood will help to sell your products made of OAK;

Because its price is never exorbitant (you can get more "class" with OAK for less money than with any other wood);

Because it offers such a pleasing variety of appearances that your trade can cater to the richest and the poorest without needing other woods;

Because its supply is constant and will not be exhausted—OAK is a known quantity.

Remember that OAK's consistent stability does not indicate that it is standing still. OAK is unequalled in lending itself to all changes in styles, patterns and finishes. OAK manufacturers are always ready to serve woodworkers in solving any problems occasioned by changing ideas of the public.

If you want any help, write

# Any Manufacturer on the Opposite Page

ΟF

Oak Information Bureau, 707 Ellsworth Building, Chicago

# Dependable Manufacturers of Oak

H. H. Hitt Lumber Co., Decatur. (See page -.) Cromwell Hardwood Lumber Co., Montgomery.

### **ARKANSAS**

ARKANSAS

\*Kentark Land & Timber Company, Allport,
Thane Lumber Company, Arkansas City.
Bliss-Cook Oak Company, Blissville. (See page 44.)
Paepeke Leicht Lbr. Co., Blytheville and Helena,
(See page —.)
Penrod-Jurden & McCowen, Brasfield and Helena.
(See page —.)
Crittenden Lumber Company, Crittenden.

\*Fee-Crayton Hardwood Lumber Co., Dermott,
J. H. Bonner & Sons, Heth. (See page 41.)
Little Rock Lumber & Manufacturing Company,
Little Rock (See page 8.)

\*Miller Lumber Company, Marianna. (See page 41.)
Mulrhead Lumber Company, Weldon.

### ILLINOIS

H. B. Blanks Lumber Co., Cairo. (See page 12.) Thomas McFarland Lumber Company, Cairo. Dermott Land & Lumber Company, Chicago. (See page 38.)
\*Utley-Holloway Lumber Company, Conway Bldg.,
Chicago. (See page 11.)

### **INDIANA**

S. Burkholder Lumber Co., Crawfordsville.
F. M. Cutsinger, Evansville. (See page —.)

Maley & Wertz, Evansville.
John A. Reitz & Sons, Evansville.

Bedna Young Lumber Company, Greensburg.
Chas. H. Barnaby, Greencastle. (See page —.)
J. V. Stimson, Huntingburg. (See page 56.)
Long-Knight Lumber Company, Indianapolis. (See page —.)

Long-Knight Lumber Company, Landschaft page —.)
Coppes Bros. & Zook, Nappanee.
Wood-Mosaic Company, New Albany, (See page 5.)
North Vernon Lumber Company, North Vernon.
C. & W. Kramer Company, Richmond.
Swain-Roach Lumber Company, Seymour. (See page 43.)
Fullerton-Powell Hardwood Lumber Company, South Bend.
FORT WAYNE

FORT WAYNE

\*Hoffman Brothers Company. (See page 12.) Perrine-Armstrong Company.

### KENTUCKY

Arlington Lumber Company, Arlington.
 Wright-Kitchen Lumber Company, Ashland.
 Clearfield Lumber Company, Inc., Clearfield.
 Day Lumber & Coal Co., Jackson.

### LOUISVILLE

W. P. Brown & Sons Lumber Co. (See page 5.) Churchill-Milton Lumber Company. Norman Lumber Company. (See page 5.)

### LEXINGTON

\*Kentucky Lumber Company. E. R. Spotswood & Sons. (See page 39.) Turkey Foot Lumber Company, Inc.

### LOUISIANA

The Ferd, Brenner Lumber Company, Alexandria, Boeuf River Ld. & Lbr. Company, Logtown.
 The Hyde Lumber Company, Lake Providence, Thistlethwaite Lumber Co., Ltd., Washington.

### **MICHIGAN**

Thomas Forman Company, Detroit,

### MISSISSIPPI

Alexander Bros., Belzoni. (See page 8.) Lamb-Fish Lumber Co., Charleston. (See page 45.) D. H. Hall Lumber Company, New Albany. (See page —.) Paepcke Leicht Lumber Company, Greenville. (See

page —)
• Tallahatchie Lumber Company, Philipp.
Carrier Lumber & Manufacturing Company, Sardis.

\*Oak Dimension Manufacturers.

### **MISSOURI**

Long-Bell Lumber Company, Hdwd. Dept., Kansas City, Mo.
Tschudy Lumber Company, Kansas City, Galloway-Pease Co., Poplar Bluff. (See page 36.)
Baker-Mathews Manufacturing Co., Sikeston. (See

• Garetson-Greason Lumber Company, St. Louis. Thos. E. Powe Lumber Company, St. Louis.

### NORTH CAROLINA

Asheville Lumber Company, Asheville.

Carr Lumber Company, Pisgah Forest.

Yellow Poplar Lumber Company, Coal Grove. W. M. Ritter Lumber Company, Columbus. Barr-Holaday Lumber Company, Greenfield.

### CINCINNATI

CINCINNATI
Bayou Land & Lumber Company.
C. Crane & Co. (See page 36.)
The John Dulweber Company.
Hay Lumber Company.
Hay Lumber Company.
The New River Lumber Company. (See page 46.)

### **PENNSYLVANIA**

J. M. Murdock & Co., Johnstown, Aberdeen Lumber Company, Pittsburgh, Babcock Lumber Company, Pittsburgh,

### TENNESSEE

• J. M. Card Lumber Company, Chattanooga.
Williams Lumber Co., Fayetteville. (See page 38.)
• Bedna Young Lumber Company, Jackson.
Kimball & Kopcke, Knoxville.
J. M. Logan Lumber Company, Knoxville.
Vestal Lumber & Manufacturing Co., Knoxville.
(See page 8.)
Little River Lumber Company, Townsend.

### **MEMPHIS**

MEMPHIS
Anderson-Tully Company. (See page 8.)
Geo, C. Brown & Co. (See page 12.)
R. J. Darnell, Inc.
Memphis Band Mill Company.
Nickey & Sons Company, Inc.
Paepecke-Leicht Lumber Company. (See page —.)
Penrod-Jurden & McCowen. (See page —.)
Russe & Burgess, Inc.
Russe & Burgess, Inc.
VandenBoom-Stimson Lumber Company.

Welsh Lumber Company.
J. W. Wheeler & Co.

### NASHVILLE

Davidson, Hicks & Greene Company.
Farris Hardwood Lumber Company. (See page 44.)

Love, Boyd & Co.

John B. Ransom & Co.

### **VIRGINIA**

• U. S. Spruce Lumber Company, Marion. Boice Lumber Company, Inc., Richmond.

### WEST VIRGINIA

\*Lewis Lumber Company, Albright.
The McClellan-West Lumber Company, Bluefield.
The Alton Lumber Company, Buckhannon.

\*West Virginia Timber Company, Charleston.

\*Pardee & Curtin Lumber Company, Clarksburg.
Maryland Lumber Company, Denmar.
C. L. Ritter Lumber Company, Huntington.
Rockcastle Lumber Company, Huntington.
Clay Lumber Company, Highlighton.
The Parkersburg Mill Company, Parkersburg.

\*The Meadow River Lumber Company, Rainelle.

\*Warn Lumber Corporation, Raywood.

\*American Column & Lumber Co., St. Albans.

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### Alexander Brothers

Stock List

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PLAIN AND QUARTERED. RED AND WHITE

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# **CHICAGO**

History of the

### Largest Lumber Centre

in the

### World

(II)

"IN THE BEGINNING"

About 1832 and 1833 sawmills put in an appearance. History is not quite clear as to details, but one of the mills was operated by waterpower, and was located about fourteen miles up the north fork of Chicago river. No suitable site for it could be found lower down, because of the slight fall in the stream's gradient. There was a mill on Hickory creek, and one was operated by steam near the present Division street.

These mills cut for the local market only. By that time a few buildings were going up; and, as the mills did not turn out lumber in large amounts, it was often hauled away as fast as it came from the saw, and it was not put through a dry kiln or any other artificial or natural course of seasoning. The people who needed lumber had no time to wait.

When a house was built of green lumber in that way, it may be imagined what happened when the wood became dry. The cracks that developed made the opening of a door unnecessary for cats to go in and out. There appears to have been no objection. A well-ventilated house is healthful.

One of the mills had an attachment for sawing shingles, and the early builders in Chicago were independent of outside timber as long as the home supply lasted and the mills continued their operations. There is a lack of information as to the amount of sawing done, the relative quantities of different woods, and the prices obtained in the earliest years.

Though no large amount of lumber was cut on or near the site of Chicago, mills were built at an early date in Michigan and Wisconsin and the fine timber in those regions was converted into lumber as rapidly as markets could be found for it.

There is no doubt that those sawmill men kept a close lookout for new markets and were quick to note that houses were being built in Chicago. At any rate, boats with cargoes of lumber began to arrive on the lake front very soon after building began. The Chicago river was the natural harbor at that time. There was no breakwater in the lake to shelter boats from storms, and

(See next issue)

TRADE IN CHICAGO

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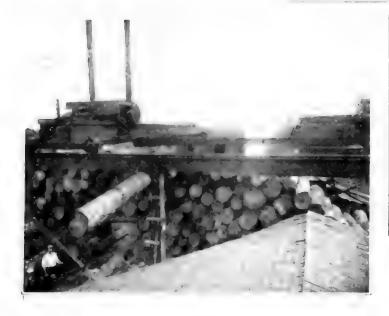
Hardwoods

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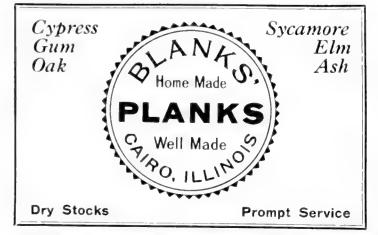
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THE UNION ARE IN USE

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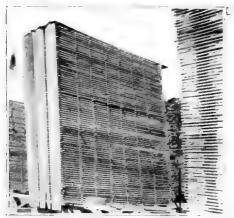
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# PdWood Recop

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging. Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

### THE HARDWOOD COMPANY

Edgar H. Defebaugh, President Edwin W. Meeker, Managing Editor Hu Maxwell, Technical Editor

Entire Seventh Floor Ellsworth Building 537 So. Dearborn Street, CHICAGO Telephones: Harrison 8086-8087-8088



Vol. XLI

CHICAGO, MARCH 25, 1916

No. 11



# Review and Outlook



### General Market Conditions

BY FAR THE MOST SERIOUS FEATURE of the general situation is the impossibility of securing transportation facilities when needed, due to the ever-increasing shortage of cars. Nothing that would indicate marked hope for an alleviation of the condition in the near future is in prospect, although efforts are crystalizing that will call into cooperation a great many forces which will endeavor to remedy the condition now existing. The scarcity of cars with the extreme difficulty of securing stocks at the mills means that the wholesaler faces rather serious conditions. Of course the first condition is an alterable one and will undoubtedly be corrected much sooner than the latter.

As to the prospects for normal mill stock that will allow proper selection and profitable purchases by the wholesalers, nothing definite has presented itself in the last couple of weeks. In many hardwood producing centers consuming buyers are already out canvassing the field thoroughly, not only to make purchases, but to get a first-hand idea of actual conditions. There can be but one result from their inspection, namely, that they will be firmly convinced of the impossibility of prices more favorable to the consumer in the near future, and the probable result will be an increasing call for stocks at present prices.

The easing-off of values which was predicted a couple of months ago by certain consumers has not materialized in any direction. On the other hand, the rise has continued and it is apparent that there could be no other possible course with conditions as they have existed.

The dry atmospheric conditions and high winds have done wonders in drying up the woods in the South, but logging roads and the main lines used in the transportation of logs to the mills were so far disorganized that a good deal of work must be done yet before they are in good shape.

Plans are being perfected for day and night shifts, that is, plans are being worked up which will be put into effect as soon as enough logs can be kept constantly coming to the mills. Quite a number of the southern operators, who were down on account of flood conditions at the mills or in the woods, or both, have resumed operations, but not all on regular time as yet. The majority of those who were compelled to cease operations are still shut down, but it is quite likely that the next few weeks will see most of them going in good shape.

In the meantime most of the available dry hardwoods of the South have been shipped out on a rising market. Considering that territory as a whole it can be assumed that the lumber which will be shipped in the future will be practically new stock, cut since the mills resumed operations following the high water. This means that a large percentage of the hardwood lumber in the Memphis territory will not be available for shipment for a month or two at least.

The mills further east have concentrated on their manufacture with the increasing demand and decreasing ability on the part of those mills farther west to do their share to take care of the growing call, They have, however, in the meantime been able to cover most of their stock with orders and it is not at all likely that they have acquired enough accumulation to have a material effect toward balancing supply with demand.

One uncertain feature exists as far as the southern manufacturing is concerned, namely, the problematical effect of the ever-growing number of small mills which are resuming operations, some of which have been shut down for three or four years. The list of such manufacturing units is lengthening constantly, and there is no question but that the aggregate production will in the end have some bearing on the market situation. But it hardly seems possible, with the evidence now available, that this added production will fill the discrepancy between production and consumption. At least, there is not the remotest chance that it will overbalance production or that it will actually have a detrimental effect upon prices. If this development had materialized at the time when buyers were well-stocked and when the larger manufacturing institutions had fair quantities of lumber on hand, there might be a different tale to tell, but with the almost unprecedented shortage in all lines, the small mill production is a favorable rather than an unfavorable condition.

It is probable that there will be considerable logging done in the North during the summer months, due to the continued strengthening of the market, and the fact that unfavorable logging conditions hampered the input of logs during the winter. Naturally with a strong going market and good values, the northern operators are not going to pass up profits by leaving production below the point which they might reach by a little additional effort. The added cost of logging, due to extremely poor conditions during the winter months and the probable necessity for summer logging, will be a stimulus tending to upholding fair prices in northern stock. At present it is all moving out in good shape. The summer cutting will spread out production and not lump stocks on the yards all at once, thereby maintaining a healthier tone at shipping points. That is, manufacturers will not load up so much on their stocks in the beginning, but will have an opportunity of turning it over gradually as they produce, thus obviating the necessity in some quarters of sacrificing good material.

The reports from furniture factories are more or less conflicting. Some of the big sections seem to show a state of disinterestedness in hardwood purchases. The cause for this is difficult to arrive at distriction of the second of t

When the state of 
mobilization of construction forces, and the active pushing of construction work in cities and out-lying districts as well.

Railroads are probably doing a little more than they have been. On the whole the situation is, relatively speaking, in the same region of the strong was two weeks ago. That is, if there have been any material changes those changes have merely been a little further strengthening in all values, but there has been nothing startling with the exception of the continued increased seriousness of the ear situation.

### The Cover Picture

SPRING IS EXERTING ITS FIRST INFLUENCE in the northern forests. The picture on the front cover of this issue of Hardwood Record represents a scene familiar to those who travel or sojourn in the woods in the northern country about this season of the year. Patches of snow and patches of bare ground cover the landscape like a leopard's spots.

Many a debate, not always in good humor and sweet temper, has been carried on to decide the question whether snow lies longest in the shade of trees or in the open ground. Foresters have usually taken the side of the shade and have maintained that snow melts first in the open ground where there is no timber: but people who are inclined to oppose the government's conservation policies have maintained that the latest snowdrifts in the spring are found in open ground. They cite examples of remnants of drifts remaining on the leeward crests of ridges, where there is no timber, when the ground covering has disappeared from the forests.

This is a question not easily decided one way or the other, because evidence can be brought forward to prove both sides. It is a fact that several things should be considered besides sun and shade. The depth of the snow and its exposure to air currents are important factors. A drift ten feet deep in the open will likely last longer than snow one foot deep in the shade of a neighboring forest. Persons familiar with forests and open ground in the spring have opinions of their own on this subject, and many of those opinions are so firmly fixed that more evidence than a single photograph would be required to change them.

The cover picture is not put forward as an argument one way or the other. It shows a forest scene where winter is slowly yielding to the influence of spring, with patches of snow and areas of bare ground interspersed.

It is a mixed forest with hardwoods and softwoods mingled. Some logging was done there some years, as may be inferred from the presence of partly decayed stumps in the foreground; but there was no clean cutting, as is proved by the merchantable timber yet stanling.

More cutting is in contemplation, and the woodsman is filing the contemplation, and the woodsman is filing to come the cutter should be able to keep his own saw in order, to the extent at least of touching up the points of the cutting teeth and slightly swaging the rakers at least once a day. But freely a contemplation of the man shown in the picture. That may be the occupation of the man shown in the picture. The scene is in Minnesota.

### Don't Expect the Association to Do It All

IT IS TRUE that the hardwood associations of national scope employing regular corps of inspectors have always stretched themselves to just a little further effort to take care of unexpected demands here and there, but it should not be considered by association members as a function of the organization to which they belong to take care of all private inspection, thus obviating the necessity for the individual firms, either producers or purchasers, maintaining their own men. In other words, no hardwood lumber should be shipped or accepted without thorough inspection by the most capable inspectors the buyer or seller can employ. Nobody should merely tally the stock from or into the piles without the final thorough examination, counting on the fact that the association inspectors are back of them anyway and they can secure this service if anything wrong turns up.

It is obviously impossible for the association inspectors now working regularly to go over all the hardwood lumber manufactured in the country. As a matter of fact, a very small percentage is handled by the official inspectors of the associations interested in the hardwood business, and their purpose is merely to afford an official means of checking up on the inspections of the privately employed men, so that in the event of any dispute arising there will be in effect a legal court of appeals whose decision based on official inspection will be final. Any firm not enough interested in saving the useless expense of association inspection and reinspection by a careful checking over of grades as well as tallies on its own hook should really not be entitled to the privilege of verification of the original inspection by the authorized association inspectors. Of course, it might often be a convenience for the dealer or even the manufacturer to use the association inspection for the original work, but he should bear in mind the fact that these inspectors are employed for a specific service, and to load them with work which can and should be taken care of by privately employed men is unfair to the rest of the trade.

### Utilizing the Short Lengths

THERE IS PLENTY OF ROOM for deep thought in the plan for selling short lengths of lumber as originally instituted by an Oregon department store. The short-length bugaboo has been one of the greatest obstacles in the way of true conservation in saw-milling. The impossibility of marketing any quantities of this stock except in isolated and special cases has been the cause of a very fair proportion of the sawmill waste in all directions.

Every layman who is at all handy with the saw and hammer will appreciate the opportunity of being able to secure for a reasonable price that particular short board or two that he desires for a new shelf, the new cabinet, or for one thing or another about the house for which he ordinarily would have to purchase a long and more expensive board, and cut it up to suit the requirements.

Furthermore, anybody who has purchased a board or two of lumber knows the usual inconvenience of delivery. If he goes to the local carpenter shop or to some other place, he has to burden himself personally with the task of transporting the board to his home, and is often deterred from making his purchase by the inconvenience necessitated by the absence of proper delivery conditions. This of course is particularly true in the city.

If it were possible for anyone to go into his favorite department store and pick out just what he wants to suit his own purpose, and have it delivered by the first delivery wagon right to his door, there is no question but that a vast amount of lumber in

the aggregate would be utilized by amateur carpenters, particularly as this short stuff in the special widths and lengths could very likely be purchased at very much more reasonable prices. If the amateur carpenter went to his lumber yard to secure a piece of oak three or four feet long, the probabilities are that the yard man would have to cut this off of the end of a longer board, and the price would be set accordingly.

The beauty of the suggestion is that it would not in any wise interfere with the present legitimate outlets for lumber through retail means, but would simply add a little here and there to the total consumption, thus in the end favorably affecting the whole industry.

### Troublesome Questions

\*HOSE ENGAGED IN THE LUMBER BUSINESS are often asked troublesome questions and it is not always easy to give satisfactory answers. One of the questions is as follows:

"If the supply of wood in our forests is in danger of running short, why object to the employment of substitutes which will relieve the pressure on the supply?"

The other question is nearly like the first, but political policies are involved as well as questions of economics. The free trader sometimes asks, in good faith, his protectionist brother:

"Since timber in this country is in danger of exhaustion, as has been so often announced in tones of warning, why oppose the importation of foreign lumber free of duty, when it is apparent that whatever comes from the outside will save that much of our home supply until it is worse needed and until prices are higher?"

Nearly every person engaged in the lumber business on a large scale has been confronted with one or both of these questions more than once, and it has not always been easy to give satisfactory replies. Different men, with individual viewpoints, use different arguments in their answers.

It should be observed that false premises are involved in both of these questions. They assume that it will be taken for granted that America's timber supply is on the verge of exhaustion. It is not to be wondered at that such ground is assumed by those who put the question, because it has been preached in season and out of season for so long that many have concluded that it is true. However, it is not true that our timber is practically gone. There is enough to last seventy years at the present rate of consumption, not counting what will grow during the next seventy years.

That knocks the props from under the argument that substitutes are justifiable for the purpose of saving our timber. If the substitutes are better than wood, they should be used; if not better, they should not be used. That ground can be reasonably taken by every lumberman; and he should concede no more. The substitution of fiber for wood in box making is not justified, because fiber is not better. The substitute in this particular instance saves little wood, if any, because boxes are, for the most part, made of low grade lumber which is not demanded in large quantities for any other purpose. If it is not used for boxes it will not be used at all and will be largely wasted. Therefore, the employment of fiber for boxes saves little lumber and causes large quantities to be wasted.

This answer seems to be complete and logical so far as the use of substitutes for boxes is concerned; but the same answer does not hold with equal force against all substitutes for wood in all situations; because sometimes the substitute may serve as well as wood, and the wood thus displaced may be of sufficiently high grade to be used elsewhere, and no waste results.

The answer to the second question, why foreign woods should not come in free in order to make the home supply last longer, might take various grounds. Aside from certain cabinet woods like mahogany, prima vera, and Spanish cedar, which do not compete with any similar woods of this country, the most competition is between Douglas fir of British Columbia and Douglas fir of Washington and Oregon, and between the white pine of eastern Canada and the white pine south of the line.

These woods are of the same grades on both sides of the line,

and the grades are high. Because of cheaper labor and for other reasons, the Canadian lumber comes across the line and undersells American lumber of the same grade. This has two logical results. It crowds out a certain quantity of American lumber, and to that extent it might be said to "save" some American lumber for the future. But that is not the main result. It lowers the price of much American lumber which it does not "save." Dealers must sell it at too low a price, for the imported lumber sets the price.

The effect of the imported lumber in this instance is to destroy the profits of American dealers without conferring any corresponding benefit in the way of saving our timber for the future. Recently, on a bill of lumber amounting to about \$30,000, British Columbia dealers underbid Americans \$3,000 on the same grades and qualities. That is an object lesson showing how deeply the American must cut his prices to meet competition from across the line when no duty is imposed. The foreigner in that instance simply regulates the price of American lumber. The Americans should be in a position to regulate their own prices.

### Don't Be a Car Hog

THERE ARE A GOOD MANY OCCASIONS IN BUSINESS when the inelegant term (there) man whose methods show him to be ruthlessly regardless of the interests of others, when by exercising a little thoughtful unselfishness he can not only lighten the burdens of certain of his fellow businessmen, but in the end can help produce conditions that will be more favorable to himself.

No type of commercial hog is more to be condemned than the car hog, who under present conditions of extreme car shortage, when every item of rolling stock is eagerly requisitioned as soon as set free, will tie up from one to a dozen cars for storage purposes in order to save a little storage room and effect a temporary advantage for himself, when he could and should unload promptly so that they may be used for transporting other urgently required materials.

The car hogs are recognizable in a number of different forms. Some of them are merely of the storage type, as above described. Others will not take the trouble to load to capacity limit because it might possibly inconvenience them slighlty to do so. Others burden the whole system by ordering more than they need when there is no particular advantage in doing so, thus tying up more cars than should be devoted to that particular purpose.

Other examples of the species wish to avoid any worry that might be occasioned by some difficulty in getting cars, and so put in their requisitions long before they need the rolling stock. Then they may sit placidly by with a self-satisfied feeling knowing that even though somebody else is suffering, they have ears on their sidings which they can proceed to load leisurely whenever they are ready.

The man who insists upon routing his cars regardless of the fact that surrendering that privilege to the carriers for the time being will relieve the situation, easily comes under the category. It is pleasing to note favorable action taken by certain southern manufacturers who have surrendered this privilege officially while the emergency is in effect. So it goes.

Quite likely a good many car hogs are not intentionally in that category, but have not fully appreciated what proportions the car shortage has assumed. These men are to be censured for their thoughtlessness, but those who wilfully and knowingly will allow themselves to be parties to such selfish methods should be shown up. It is to be hoped that the bulk of the car hogs are of the thoughtless type, but all should get behind the movement for a more expeditious handling of freight in and out of cars and for a more complete utilization of car capacity, as general effort along these lines would go a great way toward alleviating a very serious situation.

It should be remembered that nothing hampers business more and nothing acts more as a damper during prosperous times than the inability to ship and receive freight when shipments and receipts are desired and planned for.

## 33

# British Embargo on Cabinet Woods



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An eracle stappets were not discover to the extraors in having cargoes turned back, so many exporters held up shipments to wait for fuller information. Some went so far in their caution as to not see to forward shooks and material too packing boxes and species and bobbins for textile mills.

Meanwhile, the timber trafe in Engenci got besy. The order was unpopular there because it was hasty and poorly considered. The announced reason for the embargo on cabinet woods was to save space in ships for goods which are more urgently needed in Figland. One of the London trade papers asked sareastically, low much ship space would be saved by an embargo on veneer sheets which are as thin as paper.

Pressure was brought to hear on the powers that he to induce them to be more explicit in what they meant to exclude and what might still be imported. In answer to this demand the situation has been cleared a little, and exporters now know better what to expect. Lists of restricted woods have been published. Many of the woods named do not concern lumbermen of the United States because they are foreign species which do not grow in this country and are not often handled here.

A number of species on the prescribed list vitally concern American exporters, and the prohibitions are more numerous than the first reports indicated. Among the prescribed woods are the following

All veneers without specifying particular woods.

Mahogany, which concerns Americans only indirectly.

Cedar. If this means an American wood it probably applies to western red cedar and Port Orford cedar, both of the Pacific Coast states.

Dogwood is on the prescribed list. It comes wholly from the United States and is used for shuttles in textile mills and for golf club heads. It is marketed in small billets, and a considerable quantity of it has been shipped to Scotland.

Gum. This name is applied to a number of woods in the markets of the world; but Americans are concerned with red gum of the southern states, which in foreign countries is often known as satin walnut, hazel, and hazel pine. It is one of the finest American cabinet woods, and is the best imitation of Circassian walnut. It is largely exported to the United Kingdom, France, and Italy.

Hickory. This is not a cabinet wood. It is used for vehicle making and for handles. In shutting hickory out, the British are depriving themselves of the best wood in the world for handles where toughness and resiliency are wanted, and the best for light vehicles.

Juniper. Presumably this is the pencil cedar cut chiefly in Tennessee.

Maple. There are maples in other countries than this, but the aim doubtless is to restrict the imports of the hard or sugar maple

of our northern states. Canada has considerable supplies of this wood.

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Walnut is hit by the embargo. Black walnut is the only wood of this name which has been reaching England in recent months. It is improbable that any Circassian walnut can be coming out of Turkey at this time. The British armies have been furnished to a large extent with black walnut gunstocks. Unless no more gunstocks are needed, it is difficult to understand why an embargo stouth be placed on this week. It is because used in making aeroplane propellers.

The "white" wood mentioned in the list evidently means what is usually man cted in this country as vellow or tulip poplar. "White wood" is one of its commercial names; but the same name is applied to other commercial woods, leaving it uncertain what wood is designated by "white" in the embargo list.

After studying the list, and noting its amateurish make-up, one is torced to agree with the Timber Trade Journal that "officials in high quarters are insufficiently acquainted with the business they are bandling."

### Wrong Use of a Fine Wood

An illustrated article in a recent number of the Western Pioneer Lumberman, of San Francisco, announces with something of exultation, that a new use has been found for California laurel. It makes good bridge planks. The opening of a new railroad through the region where this wood grows most abundantly has brought large quantities of it into market, and a picture shows the yard of White Brothers' mill, San Francisco, piled high with logs of the laurel or myrtle.

There is no question that California laurel planks make good bridge floors. Neither was there any question that Indiana black walnut made good fence rails seventy-five years ago, or that Tennessee red cedar made good barn logs at the same period. In after years the Indiana walnut rails were bought up for gunstocks with which to fight the battles of the Civil War, and the Tennessee barnlogs have been sold to manufacturers of pencils.

The Californians appear to be doing exactly what the shortsighted easterners did with their fine woods—cutting it and getting rid of it without regard for its real value; using it for the first thing thought of without any disposition to save it for some more befitting use.

The Californians may not think much of their laurel tree, but away from home it has the reputation of being a fine wood. It has been called the finest hardwood of the Pacific coast. It has been eulogized by many excellent judges of woods. The furniture of the old Palace Hotel in San Francisco—the one that was destroyed by the earthquake—was of laurel and was admired by travelers from every part of the world.

The beautiful wood known as "black myrtle," so much admired in fine furniture and decorations, is none other than the California laurel which has lain under water a few months while the wood undergoes a coloring process from chemicals already present. Sudworth, having in mind all the woods of the Unitel States, says that in beauty of grain none exceeds California laurel when properly finished. Yet it is this wood which is being used for bridge floors, and as walking beams for pumping oil wells in California.

The Californians who want bridge floors should make them of valley oak planks. They are as strong, as hard, and probably will last as well as laurel, and the laurel should be reserved for furniture and interior house finish. The Pacific coast people have so little hardwood of good class that they do not seem to know what use to make of it.

When you start in to fix a machine, be sure that you first know what ails it.







G. C. EDWARDS, OTTAWA, ONT., RETHRING PRESIDENT.



B. F. BETTS, PHILADELPHIA, PA., SECOND VICE-PRESIDENT.



# National Wholesalers' Annual



More than three hundred lumbermen attended the twenty-fourth annual meeting of the National Wholesale Lumber Dealers' Association at the Bellevue-Stratford hotel, Philadelphia, on Wednesday and Thursday, March 15 and 16. The meeting wound up with a banquet on Thursday evening, at which George Wentworth Carr, a widely-known lawyer, aimed a scathing address against "the peace-at-any-price party;" Sir George Foster, Minister of Trade and Commerce of Canada, advocated business intercourse between the two countries as the best guarantee of lasting friendliness of both Governments; Congressman S. D. Fess of Ohio, advocated a government subsidy as the surest safeguard of the American merchant marine; and Congressman J. Hampton Moore, of Philadelphia, told many details of the Atlantic Deeper Waterways Association.

The committee which looked after the men visitors on behalf of the Philadelphia Wholesale Lumber Dealers' Association was comprised of J. R. Williams, Jr., B. C. Currie, T. B. Rutter, Jr., A. J. Cadwallader, T. B. Hammer and R. B. Rayner. Those on the ladies' reception committee were Mrs. B. C. Currie, Mrs. T. B. Rutter, Mrs. A. J. Cadwallader, Mrs. T. B. Hammer, Mrs. R. B. Rayner, Mrs. G. F. Craig, Mrs. B. F. Betts, Mrs. J. R. Williams and Mrs. J. R. Williams, Jr. On Wednesday evening the local wholesalers gave a double-headed entertainment and supper. A smoker for the visiting men was held in the ballroom of the hotel and simultaneously a musical for the visiting ladies was given in the redroom.

W. W. Knight of Indianapolis, was elected president; N. E. Preisch of North Tonawanda, first vice-president; B. F. Betts, Philadelphia, second vice-president; Henry Cape and E. F. Perry were re-elected treasurer and secretary respectively. Trustees elected to serve until 1918 follow: G. C. Edwards, Ottawa, Ontario; Charles Hill, New York; H. I. George, Buffalo; C. I. Millard, Norfolk; T. A. Washington, Nashville; C. A. Goodman, Marinette, Wis.; J. W. McClure, Memphis. Trustees elected to serve until 1919: F. R. Babcock, Pittsburgh; L. L. Barth, Chicago; J. R. Williams, Philadelphia; R. L. Palmer, Boston; T. M. Brown, Louisville; Horace F. Taylor, Buffalo; W. S. Harlan, Lockhart, Ind.

When the convention opened Wednesday morning Howard B. French, president of the Philadelphia Chamber of Commerce, extended the hospitality of the city to the visitors. Alba B. John-

son, president of the Baldwin Locomotive Works, was the first speaker. He said in part:

Your association was the first large body of the kind to pass a resolution urging liberal treatment of the railroads by Congress. Public opinion has now followed suit and it is realized that both the people and the railroads need protection against the many conflicting laws of the various states. The regulation of all commerce should be under the control of the Federal government. The Interstate Commerce Commission should have enlarged scope and there should be regional sub-commissions to give prompt hearing to complaints from all parts of the country.

The present Congress will be asked to consider increased expenses of the railroads for wages, supplies, etc., in the fixing of rates so that the roads may obtain the capital necessary to keep up with the traffic needs of the country. Though the supreme court has held that insurance is not commerce, yet insurance is a commodity that is necessary to commerce and should have the protection of Federal control, not be left to the mercy of lawmakers of the forty-nine states to be overtaxed in an unscientific fashion, persecuted and driven. Public opinion is learning that prosperity comes from a proper understanding of the needs of the big business interests and a sensible coöperation by all.

Another address of welcome was made by Director of Public Safety William H. Wilson, representing the mayor of Philadelphia. He also touched upon the question of legislation, saying that his experience in the Pennsylvania legislature had shown him the tendency of lawmakers to over-legislate business.

### Address of President

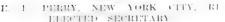
J. Randall Williams Jr., formally welcomed the convention on behalf of the Philadelphia Wholesale Lumber Dealers' Association. W. W. Knight responded on behalf of the National association. The convention then got down to business in earnest, and President Gordon C. Edwards read his annual report. Among other things Mr. Edwards said:

A year ago the conditions which prevailed were such that your board of trustees, after careful consideration, was unanimously of the opinion that it would not be advisable now in the interests of the association to hold our annual meeting and banquet. A vote of our members was obtained by letter, the result of which upheld its contention.

In order to comply with our constitution and by-laws a meeting of the board was held and the then existing officers, trustees and committees were, by unanimous vote, continued in offices for another year.

It is hardly necessary to say that the last two years have been perhaps the most unusual this association has experienced. The conditions which have existed have made it increasingly difficult to maintain the standard of interest desirable, but notwithstanding same, it is a pleasure to be able to say that our secretarial staff has met the condition and we have weathered the storm and may now look forward to the future with con-







ELECTED TREASURER.



HENRY CAPE, NEW YORK CITY, RE C. A. GOODMAN, MARINETTE, WIS., TRUS-

fidence, the association being as well equipped today to look after your interests as it ever was.

Realizing the responsibility which accompanies the honor of being chief executive of such an important organization as this, it is essential that he should familiarize himself as far as possible with the detail operation of the several departments and it is my pleasure and privilege to testify to the very effective work being done by the various heads of these departments and the staff generally.

We urge your active cooperation in the matter of membership, and instead of leaving the responsibility of securing new members alone with, the membership committee, let us show our loyalty to our association at all times and speak a word in its favor to those who have not yet become associated with us.

### COLLECTION DEPARTMENT

While the values of claims handed in for collection during the past year is less than the previous year by over \$100,000, the amount which we brought forward two years ago was considerably greater than the amount brought forward to the year just closed. The condtilons which existed during the past year and a half or so reflected by the reduced number of claims handed to the bureau for collection would seem to indicate that lumber dealers throughout the country have met their obligations to the trade in a fairly satisfactory manner.

### LUMBER EXPORTS

As indicating the difficulties which have confronted the lumber trade during the last two years the following figures are submitted for your consideration as showing the very serious falling off in timber and lumber exports for the twelve months ending December 31, 1913-14-15: Timber and lumber, 1913, \$75,536,381; 1914, \$47,384,690; 1915, \$30,087,635.

This condition has been brought about by the unprecedented advance in ocean freight rates, also the serious difficulty in obtaing bottoms even at the increased rates. The matter calls for the most serious consideration of the trade business. If the domestic market is called upon to absorb large quantities of lumber heretofore designed for export, we fear may seriously affect the home market.

### FIRE INSURANCE

We are pleased to report considerable activity on the part of the fire insurance committee through its chairman, R. R. Griswold, who will bring in an interesting report with the recommendation to our members as to the advisability of forming an inter-insurance company or something of that nature. We may say that this proposition appeals to the trustees who have voted unanimously in favor of some action being taken at his meeting. Personally, I believe, that we have among our members a very large majority by whom such a proposition as this will be received as very favorable consideration. I would, therefore, like to see the matter carefully discussed when it comes before you.

### Secretary's Report

Secretary Perry's report followed next. Mr. Perry said:

The National Wholesale Lumber Dealers' Association is strictly a business proposition, and although the benefits derived from its operations directly affect its members, it is impossible to confine these benefits to members only, that is, to those who contribute to the expenses of operation, and this has never been more clearly demonstrated than during the past couple of years.

The indirect influence which we have exerted on credits, fair dealing, correct trade relations, our attitude toward transportation questions, legislation, insurance, exploitation of the right uses of lumber, the weeding out of dishonest buyers, and a host of other bad practices, is impossible of estimate. However, we believe in cooperation and the greatest good to the greatest number, and while our association is stronger today than at any period of its life and continues to grow in ability and influence, there are at least another 400 lumber firms east of the Mississippi river that ought in all fairness to themselves and to the cooperative spirit become members of our association. What we need is just a little more enthusiasm and a feeling of responsibility toward each other, or, as one of our preachers says, "More pep in the pews." For a while we have held our membership probably as well as any other association, yet we did, during the last period, sustain a temporary loss, and, as usual, just at a time when we most needed financial as well as

It seems unfortunate that organized volunteer work such as this should always be the first to feel the financial effect of business depression; but having so nicely recovered in membership and interest, we now get a great deal of satisfaction in the fact that we were, during the period of depression, able to do our work as efficiently and in as great volume as at any time in the history of the association, and I believe that the service rendered in the broader way during the past couple years has been thoroughly appreciated not only by our members but is recognized by those who while not members have profited by our efforts.

Reference has been made so many times during this past couple of years to the demoralized condition of the lumber industry and its slow recovery that we hesitate to keep referring to it.

Our association members are watching with a good deal of interest for the forthcoming report from the Federal Trade Commission. The lumber industry has been under investigation by the federal government for the past ten years, and by several commissions from as many .angles.

Recently, while discussing with a noted economist the methods employed by associations in different lines, the effort to recognize uniform prices and lines of trade requirements, sometimes referred to as legitimate trade, etc., he said: "My observation is that lumber is probably the most erratic or unstable of any commodity, and the most unfair to the consuming public, and therefore you lumbermen should be encouraged to find some plan whereby the merchant using lumber, the home builder and the public at large should be protected against erratic rise and fall in prices." Competition will always have a tendency to change prices, but regular methods, such as standard sizes, grades, weights, terms of sale, taxation of timber, freight rates adjusted to value, utilization, waste, etc., would soon bring about greater efficiency with a consequent lowering of costs. Profit will always go to the seller of any commodity, but the lumber business should, in this enlightened age, be taken out of the realm of speculation.

The report of the commission when made will undoubtedly mark a decided change in the merchandising of lumber.

I believe before the lumbermen of this country spend large sums of money in advertising lumber as against substitutes that they, in preliminary study, spend a good, liberal amount in trying to find a standard somewhere along the lines above recited. Undoubtedly, lumber has been, as we might say, advertised against, but we, on the other hand, have not done all we might to put lumber in its right relation to substitutes; or, in fact, to itself.

A committee of architects told me the other day that it is almost impossible to intelligently specify anything regarding lumber, as there seems to be no standard capable of universal use.

Five or ten thousand dollars properly spent would, in my opinion, give







F. R. BABCOCK, PITTSBURGH, PA., TRUS-



T. M. BROWN, LOUISVILLE, KY., TRUS-TEE.

to the architects and builders a lumber code understandable and net a big return to lumber interests.

Mr. Perry here referred to reclassification, workmen's compensation and the national chamber of commerce. Resuming the routine report, he said:

Our membership in the association shows a slight gain of two over last year, with a still larger gain of eight in subscribers to the bureau of information, and with the impetus gained during the past couple of months, the coming year will undoubtedly be our biggest year, and with just a little help from you this will be sure.

Our bureau of information or credit department has its own report and shows a big gain in the work done. Without consulting the board of managers of the bureau of information, I have had in my mind a proposition for the introduction of what might be considered a most radical change in connection with our bureau financial reports, and that is, that the members of this association refuse to sell to any one who in turn refuses to make a signed statement of his financial affairs as a basis of credit, and that we go one step further (and this is really revolutionary) and when our report is complete, that the party reported, if he so desires, be permitted to see the final report. I appreciate the fact that many of you will not agree to this, but nevertheless I know many will approve of it and I believe it will result in a wonderful improvement in business methods. Later in this meeting I believe it will be well to discuss this suggestion.

### Report of the Superintendent of the Bureau of Information

A. L. Stone, chairman of the board of managers of the bureau of information and credit department, reported a high state of efficiency in the work of the credit bureau. Details of the operations of the credit bureau were given by W. W. Schupner, manager of the department. Mr. Schupner's report follows in part:

These figures can easily be dismissed as unimportant, but forty-three issues of the weekly List A with 625 names means that members received facts which carried an actual money saving. The value of this list as a credit medium is indicated by the statement that twenty-four names appeared anywhere from two weeks to several months before the parties in question went into some form of insolvency. This may not seem large in proportion to the total number, but when you consider that many listings cover changes in business, deaths, etc., which may not directly affect the parties' credit, advance information on twenty-four failures is in itself a very important argument of the bureau's value to its subscribers.

The increased necessity for new customers and new markets has resulted in a substantial increase of reports and information on parties through the western and southern central sections and our subscribers have expressed much satisfaction with the information on customers in these territories.

### THE COLLECTION DEPARTMENT

Claims amounting to \$380,000 were handled last year, which, owing to the smaller volume of lumber shipped, was less than the preceding year by \$100,000. One hundred and ninety thousand dollars in claims were settled, and the department turned over to the association treasury fees amounting to \$4,900, which is about \$100 less than the previous year, indicating a more difficult class of collections in the reduced volume of claims handled.

As heretofore, this department has continued its two-fold mutual scope, in that difficult and doubtful accounts were turned into cash for our members, and not a few customers by experience have learned to appreciate the reciprocal relations that exist for them through the medium of our Collection Department.

The success of the Collection Department is due, not to any particular trick in getting money where it isn't to be had, but to the judicious use of information which is available to the Bureau, through the liberal cooperation of our members.

One other important feature of the Collection Department must not be overlooked and that is the privilege of obtaining an opinion in a controversy where advice may be helpful. In ten years the Bureau has handled claims amounting to \$2,500,000 and the accumulation of court decisions and attorney's opinions frequently enables the Bureau to express an opinion in a dispute that helps a member to more intelligently understand his course of procedure. Hardly a day passes that we are not called upon for advice in several matters and presume it is proper for us to feel a sense of pride, along with the responsibility, when, as so frequently occurs, both disputants have sufficient confidence in our impartiality to accept our opinion and settle accordingly,

### Report of Trade Relations Committee

The report of the trade relations committee was read by R. L. Palmer and was as follows:

Since our last annual meeting, held at Buffalo, March 4, 1914, there has been a general transition of business over the country at large and the lumber business particularly has experienced dull times, during which the importance and necessity of the wholesaler, I think, has been strongly emphasized.

Adverse conditions have been brought about by manufacturers selling their stock direct to consumers and again some wholesalers have created keen competition by selling at too close prices. The yards of New York and other cities today do not have their former business because of these conditions.

The wholesaler, however, is of valuable assistance to both the manufacturer and the retailer in periods such as we have passed through since our last meeting. During 1914 and the first balf of 1915, when business was particularly dull, the manufacturer received the aid of the wholesaler in finding a market for his stock of lumber which he was obliged to turn into cash to continue business. When war in European countries broke out and export trade, which supplies prompt cash capital for the manufacturer, was cut off, the wholesaler again assisted in disposing of lumber in transit to seaports, thus making the wholesaler a valuable agency.

Manufacturers who maintain sales office in large cities selling in a wholesale way to yards and large consumers invariably seek the aid of the wholesaler in disposing of rejected cars or assisting them in adjusting unsatisfactory shipments.

The wholesaler to succeed must make good with both the manufacturer and the retailer, but should have the co-operation of the manufacturer, who would confine himself to the selling of his lumber, in any one territory, to a few reliable wholesalers, thus eliminating the unfair competition of the wholesaler who sells too closely.

For the last few months we have experienced a welcome improvement in both business and prices, which have been rapidly advancing, and the retailers have looked to the wholesaler to furnish their requirements and protection against sharp advances. The retailer expects the wholesaler to take his order for several cars for future delivery distributed over a period and protect him on the price.

It is, therefore, plainly shown that the wholesaler is still of vast importance to both the manufacturer and the retailer in the successful conduct of the lumber business.

Report of Committee on Terms of Sale and Trade Ethics

the convention. It follows, in part

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The control of a Our process that the state of the first to you as and the participated and if we them at this gathering of the association. One of these problems is the terms under which you buy, and your committee recommends a discussome is to the advisedility of the adoption of the time of Terms of Sale is otwern the wholesale decor and the material that her in this conrest on it is probably well to remind you at first of a fact that you must recognize and the man who sells you his lumber realizes, namely, that when a manufacturer sells a car of lumber to you as a wholesaler, you know and he realizes, that after that lumber is put in transit, in a very short time it passes out of your actual possession. It has been loaded out and consigned to you and you have received an invoice for it, and you in turn have issued an invoice to your customer for this same material and issued orders to the railroad company to deliver the material to another party, so that while the "Account" due you by your customer may be an asset for a greater or less period, depending upon what you do with that account, the "material" is no longer one of your assets. Furthermore, the manufacturer knows and you realize, in the majority of cases, he has entered into a transaction with you as a wholesaler, making you a price or his goods with that an view and also because he expects, in consideration of the price he has made, to be paid and to be paid in cash with promptness, in accordance with whatever special terms may be agreed upon. There are some manufacturers that have their capital tied up in their timbers and mill proposition in such a manner that it is necessary for them in making their sales to deal really exclusively with you as wholesalers, because you are in a sense financiers and are either willing or able to do what few retailers are able or willing to do; namely, in consideration of the low price made you by the manufacturer for his product in order that he may turn it quickly into funds, to make 80 per cent cash payment on receipt of the invoice and B L. Of course, it is well known to us that there are manufacturers who are not under this necessity, and who would not require it, but who for years have been selling to you and will gladly continue to sell to you on the basis of 2 per cent cash twenty or thirty days cash on the net amount of the

As representing the association in the matter of trade ethics, we commend again to the members the Code of Ethics adopted by the Lumber Trade Congress. While it does not include all matters of ethics, it does embrace those most important in the matter of dealings between lumlermen

The Lumber Trades Congress was born after a period memorable in the lumber trade. There has been a period of great prosperity and values increased rapidly, followed by a reversal, and they declined rapidly. and during those periods two evils, or rather two phases of the same evil, created much concern in the minds of right thinking men; namely, that when the prices reached their summit some shippers failed to deliver goods bought before the rise, then when the reverse came many dealers, when they found they could buy lumber at much lower prices, either canceled their orders or refused to receive the goods that were shipped, unless the price was reduced. Both phases were dishonorable and the Lumber Trades Congress, composed of representative manufacturers, wholesalers, and retailers, put the stamp of disapproval upon such practices. The seller should stand by a bona fide sale, no matter how the prices advanced, and a buyer should stand by a bona fide purchase, no matter how the price declined. Any other view is a violation of the ethics of the lumber trade.

### WEDNESDAY AFTERNOON SESSION

The session opened with a discussion of the nece of reclassiter to be indice, by Charles Hall of New York, who pointed out that the freight cost on lumber is equal to at least one-third the f. o. b. mill price. This forcibly demonstrates the necessity for an equitable classification of freight rates so that the raw material shall not be considered in the same class with regard to the fixing of rates as the finished product. There is now before the Interstate Commerce Commission, Mr. Hill said, a proposition that we shall have a proper classification of lumber and were to properly sategories the extrests of whole industry in this reportant question

Ms. Hall moved that a constitute be appointed to take up with the numbers of the association the question of contributing thirds to this end as unity as and manufacturers.

On the subject of Treb Extension and Utilization of Lumber, R. S. Kellogg of the National Lumber Manufacturers' Association producted that the marketing of wood products would be resolutionized by the ascort advertising. Through advertising, Mr. Kellogg said, there was introduced the advantage of bringing the dealers' goods to the door of the purchaser with the honesty and efficiency which that method of salesmanship promotes.

At this point in the proceedings the consideration of committee reports was resumed, the first being that of the fire insurance committee, presented by R. R. Griswold, chairman. In this report there was pointed out forcibly the necessity of a distinctive insurance company a close family affair—catering to the members of the association and meeting their requirements. Mr. Griswold presented figures showing the extent of the insurance business as related to the lumber industry to demonstrate the vital need of a company such as he described. Of the various methods under which such a company could operate Mr. Griswold recommended an inter-insurance organization, operating under a Lloyd's charter. This would require an initial expenditure of \$15,000 to \$20,000 and the organization could begin business without delay.

The plan of inter-insurers, Mr. Griswold reported as the result of the investigations of the committee, is the ideal plan for fire insurance. Through this medium the lowest cost of insurance should be realized, the cost of conducting business should be at a minimum while the fire risk is reduced to a minimum because of the moral and financial standing of the subscribers.

Mr. Griswold put into the form of a motion the recommendation of the committee that the incoming fire insurance committee be entrusted with the task of proceeding to put such an insurance organization into effect with power to act for the association subject to the approval of the board of trustees. The motion was seconded by F. R. Babcock who made a plea for loyal support of the proposed organization. The motion was carried without a dissenting vote.

### Workmen's Compensation

The report of the workmen's compensation committee, presented by B. F. Jackson, the development of the workmen's compensation idea in the various states was reviewed and it was reported that the laws adopted by several states are coming more and more into agreement through amendments and additions. The committee recommended that all lumbermen line up their forces and so far as possible influence legislation along broad lines which would be absolutely fair to both employer and employe and so far as practicable have uniform laws throughout the different states. Mr. Jackson said:

The underlying principle of workmen's compensation is that industry should bear the burden of its accidents, and the cost of them should be added to the selling price of its products and be distributed among the consumers; that the loss occasioned by accidents is as much a part of the cost of the article in the production of which the workman was engaged at the time of the accident and injury as is the loss occasioned by the destruction of material, the breaking, the wearing out, and replacing of tools and machinery. Several of the states have combined in the industrial board both the compensation and inspection powers, thus very materially reducing the cost of administration as well as more efficiently putting into effect the intent of the law. It is very evident to me that the time has come when employers of labor must give this matter more earnest and thoughtful consideration and if possible combat the socialistic influences which have been so apparent in framing laws of this character.

The probability of agreement upon a single standard of hardwood inspection in the near future was reported by Hugh McLean as chairman of the hardwood inspection committee. Mr. McLean said there had been a steady improvement in this direction and that the field was well covered by the two associations which are working in harmony with each other toward the adoption of a new set of rules by which all chance for dispute would be eliminated.

Although several other topics were scheduled for consideration at this session, the lateness of the hour made it necessary to adjourn.

### THURSDAY MORNING SESSION

Thursday morning's session was opened with the report of the committee on railroads and transportation, prepared by Chairman Germain and read by W. S. Phippen, who told of victories in the New York lighterage and car spotting cases, resulting in a saving of twelve cents per ton in the first instance on all "lighterage free" freight handled in lighters in New York harbor, and in the second of an additional charge for every car of lumber loaded or unloaded from private track.

Mr. Phippen reviewed the subject of reclassification of lumber and lumber products, which is of vital interest to lumbermen, saying this subject was touched on in May, 1915, in a letter issued by the Forest Service of the United States Department of Agriculture requesting replies to three questions relating to freight rates. He told of the plans maturing for the protection of the whole industry from unfair regulation in this particular when the question is decided. The remainder of his report follows in part:

### IN THE MATTER OF FREIGHT BILLS

After lengthy correspondence on the subject of disclosure by rail roads of destination the commission assigned the subject for argument on brief and in February, 1915, after obtaining the views of our members, I filed a brief, copies of which were mailed to all members interested. On February 7, 1916, the commission rendered its decision (38 I. C. C. 91) holding as follows:

Freight bills presented to the ultimate consignees of shipments reconsigned in transit ought not to disclose the name of the original consignors; neither should they show the original point of shipment nor the route of movement to the reconsigning point except in instances where the ultimate consignee is required to pay the through charges.

This decision should go far toward affording the legitimate wholesaler the protection which is so necessary to his business.

### UNDERCHARGE BILLS RENDERED BY CARRIERS

Many complaints have been received and much annoyance is experienced by wholesalers on account of carriers rendering undercharge bills long after shipments have been delivered and settlements have been made with the mills. The Interstate Commerce Commission referred to this situation in its twenty-fifth and twenty-seventh annual reports and recommended to Congress that the Interstate Commerce act be amended making it compulsory for a carrier to collect its charges within a reasonable period (perhaps ninety days) and if not collected within that time, it should be deemed guilty of giving a rebate.

On December 6, 1915, the Honorable Edward Keating, representative from Colorado, introduced in Congress a bill, H. R. 651. This bill substantially provides that it shall be the duty of carriers to demand of the party legally liable therefor payment of all of the charges for any service in the transportation of property within ninety days from the time of the delivery of the shipment; and that if any carrier shall wilfully and knowingly fail or neglect to demand within ninety days payment of all charges, it shall be deemed guilty of a misdemeanor and shall, upon conviction thereof, be subject to a fine not exceeding \$5,000. The bill also provides that all suits by common carriers for the recovery of charges for any service in the transportation of property or any part thereof shall be brought within two years from the time the cause of the action accrues and not after. This bill was referred to the committee on interstate and foreign commerce on January 5, 1916. It is my opinion that this bill should have the active support of the lumbermen, as it is only by such an amendment to the act that relief can be obtained from the present injustices.

### Remarks by Geo. Dallas Dixon

George Dallas Dixon, vice-president of the Pennsylvania Railroad, in charge of traffic, was the principal speaker at this session. Mr. Dixon's address on freight congestion and the much-discussed embargoes, was decidedly timely. In part Mr. Dixon said as follows:

One of your own people wrote a letter to the Interstate Commerce Commission last week and suggested that "shipments destined to consumers, factories and dealers who have private sidings be permitted to go forward"

"This," he said, "will not allow speculative or transit consignments to add to the congestion at junction points and thereby, as in many cases in the past they have done, only increase the confusion."

I quote this shipper's exact words because they show that he had clearly in his own mind a practice which has greatly aggravated the present situation—that is, the ordering of material shipped as a specula-

tion, without having made arrangements for disposing of it on arrival, and with the intention of using the freight cars and railroad yards for storage.

We appreciate the fact that the free movement of your lumber from one part of the country to another is absolutely necessary to a healthy condition of your business, and we want to help you in every way we can. In return, we want your understanding, for our railroad is "sick," too. And we want your confidence; we cannot serve you properly without it.

Possibly both shippers and the railroads would have been better off if we had placed our embargoes earlier and had made them even more drastic than we did. There is only one reason why the Pennsylvania Railroad did not do this. We wanted to try every way that we possibly could to render the service our patrons needed, even though we seriously doubted our ability to do it.

Last week in Washington we had a meeting with shippers before the Interstate Commerce Commission to talk about the freight congestion, and what should be done to relieve it. The railroads told the commission that immediate relief could be obtained only by resorting to measures that would compel consignees, in their own interest, to take their freight off the railroads' hands with reasonable promptness after its arrival. Accordingly, the railroads proposed to charge progressive demurrage, for the purpose of making abuse of the privilege of storage in cars too expensive to be profitable.

The attitude before the commission of each of the shippers was about like this: "Something must be done to relieve the congestion, but the 'something' must not affect my particular business." The grain man said nothing must be done to affect his business, the flour man the same, and the steel man, too. Naturally we did not get very far. Let us hope that some day we will develop more of a give-and-take spirit.

Don't think for a minute that all this congestion is due to the movement of freight for export. Several weeks ago when we placed a complete embargo on carload freight for Philadelphia—it has since been lifted almost entirely, I think—we had about 12,000 cars of all kinds of goods for this city. Of these 2,500, or 20.8 per cent, held grain for export; 923 cars, or 7.7 per cent, held other export freight, and 423 cars, or 3.5 per cent, held coast wise freight. The remainder 8,154 cars, or 68 per cent of the total, were for local delivery in Philadelphia.

But we are not the only ones who are making unusual efforts. The subterfuges some shippers are employing to evade our embargoes are many and ingenious. Furthermore, some shippers resent our keeping as close a watch as we can on the actual requirements of the plants along our line.

We keep such a watch for two reasons. We try to find out when shippers are actually in want for material, coal or whatever it may be, and we also try to learn whether a shipper is having sent to him more than he can take care of. Knowledge of this kind is necessary in order that the railroad may perform, as well as circumstances permit, the duty of rendering adequate service to all.

I can't see that any measure will bring immediate relief except one that will penalize the shippers who forward freight without knowing whether it will be accepted promptly upon arrival at destination—in other words, a measure that will make it unprofitable to use cars as storehouses.

But, to take a broader view of the whole situation:

While we are seeking immediate relief from the congestion, because of the urgency of our business, we must not fail to take some steps to guard against future congestion.

At present the railroads generally cannot authorize large expenditures for improvements in facilities because they do not know what will be imposed on them by the public in the way of increased taxes, higher wages to employes in the train service, full crew laws, and such. We are moving in the dark, with the result that railway building is at a standstill.

The crying railroad need in this country is for a unification and consolidation of our system of regulation of railroads, so that carriers and investors will know what to expect. Then we will be able to see some daylight ahead.

Howard E. Pratt, chief of the United States Bureau of Foreign and Domestic Commerce, was unable to appear, but Roger E. Simmons, another official of the bureau, spoke on "Lumber Conditions in South America with Relation to the Possibilities of Extension of American Trade." A summary of his talk follows:

When some of you think of South America you regard it as largely undeveloped, but the cities with their high degree of development compare favorably with our American cities. The South American business man, while differing somewhat in his methods from ours, is of high integrity and conducts his business with the same high ideals we do.

South America must depend on the United States for 600,000,000 feet of soft woods annually. Their own forests consist of many different kinds of wood, but they are nearly all hardwoods. Many of these are so inaccessible and so heavy as to be unmarketable. Brazil places a duty of \$31 a thousand feet on lumber brought to its ports, but in spite of this excessive tax the American lumberman can undersell the Brazilian. They think they are protecting their lumber industry by this tax and aim to drive the consumer to use the native hardwoods, but they fail, succeeding only in forcing the consumer to the use of substitutes.

There was some surprise when Mr. Simmons stated that on the entire

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P. R. Ball of contract of the case title the think of Connection the United States, they somether also report, review and the sear out the radiotech of one The constraint there was a growing softment in take of the egstation for which the conter is working

### THURSDAY AFTERNOON SESSION

The find session was opened with the report of the forestry committee, J. Ramfall Williams, charmer. The report compared Canadian forestry conditions with ours, showing that while Canada has made greater studies in regulation of cut, the development of reforestation in the United States has been rapid. It pointed out the great saving through constantly increasing the effectiveness of forest fire protection, showing that it can be done only by state and federal governments with present values in effect. The report gave estimates of the stands of various species in different parts of the country.

P. S. Risdale, secretary of the American Forestry Association followed Mr. Williams, orging apon cory lamberman present the need for an increase in the membership of the forestry associa-

"I find the notion among lumbermen," Mr. Risdale said, "that the work of our association is largely sentimental. Let me assure you that it is eminently practical. A large portion of our work is of an educational character; another phase is legislative."

Returning to the business deferred from the first day the association was addressed by E. V. Babcock, president of the National Hardwood Lumber Association. At the outset of his remarks Mr. Babcock declared that the lumberman was not receiving a fair compensation for his stumpage and that the "cost of high living" has entered into our game.

"The trouble is we don't know how to figure up the cost of a thousand feet of lumber," Mr. Babcock asserted. "In that respect we are still pioneering. Let us see, individually, that we know just exactly what that thousand feet of lumber costs us. Let us know just what we are bargaining for when we sell a thousand feet of lumber, then put the price up to a decent figure and then with all the strength of our command keep that price high enough so that the owner of stumpage will get a decent compensation for his timber.

"I might say, just to be obstinate and contrary, that we have too many lumber organizations and it might be a good idea if some of the leading organizations be combined."

Mr. Babcock concluded with a discussion of the promised agree ment in the problem of hardwood inspection. He declared it was detrimental to all to have, for instance, two grades of No. 1 common, and asserted that the suggestions recently made for changes in the inspection rules gave a ray of hope that the differences would soon be settled for the good of all those interested in the lumber fraternity.

Frederick L. Brown, ex-president of the Chicago Lumbermen's Association was then introduced. In his address Mr. Brown described how the Chicago lumbermen had found relief when the state of Illinois passed a workmen's compensation act, the effect of which was to multiply the compensation rate from three to five times. In Chicago, Mr. Brown stated, the change was felt very Leenly and the lumbermen set about forming a liability insurance company of their own. "The existing companies ridiculed

that we were start ing out without finances, no backing and practically nothing with the constraint with a line of a company, a mutual, can operate."

It was a example V reservable for the with a which competate the hade the basis of great ad-'vantages to the lumber industry.

### Recommendations of Coastwise Insurance Committee

Here Mr. Perry presents, the reports of the committee on constwise insurance, and the report of the foreign trade convention, which, owing to the late hour, were not read. The first contained the following recommendation:

1 to 10 at congress shows a good to suspend at once sections 4, 15, and 14 of the Source of Accept distributed against American ports and American blps, at "the tree restrictive of American com-merce until such time as "a "ten choral agreement the requirements of these section can become equivisus approache to the shipping of all na-

2nd That the sections of the Seamen's act dealing with deserters should be repealed as to foreign to best, and that the State Department should seek to have arrest and impresonment of seamen for desertion abolished by other nations.

3rd: That Congress should be asked to request the President to withdraw at once the notices the United States has given regarding abrogation of treaties.

4th — That a Lederal Shipping Board should be created.

The report of the foreign trade convention in New Orleans, January 26/29, was covered in the succeeding issue of HARDWOOD

### Report of Resolutions Committee

The final report was that of the resolutions committee, H. F. Taylor, chairman. Resolutions were passed including favor of passage of House Bill 61, introduced by Representative Keating, providing for time limit for the collection of freight bills; recommendation that all wholesalers establish and make effective and proper terms of sale; endorsing the work of the American Forestry Association in connection with the Weeks Bill and all other legislation for conservation; recommending the submission to a joint committee of Congress the study of the subject of conflicting railroad regulation in the various states for the purpose of unifying legislation; thanks to the Philadelphia Wholesale Lumber Dealers' Association for splendid entertainment provided and for their untiring efforts to please the association and its guests; thanks to the Bellevue Stratford Hotel and all others who extended their courtesies and generous hospitality to the association.

A resolution of respect was adopted expressing sympathy of the association in the death of Oliver O. Agler.

A rising vote expressed the thanks of the association to the retiring president, Gordon C. Edwards.

### Manufacturers Should Capitalize the Superior Strength of Rotary Cut Stock

One of the features of the work that the rotary veneer cutters have perhaps not made so much of as they should is that of the stiffness, or the structural strength of rotary cut vencer as compared to that quartered or cut any other way of the grain. An object was made on this point in connection with rotary cut gem staves. It was found by actual experiment that these staves were much stiffer and formed a much stronger barrel than staves cut the other way of the wood, as is commonly done with the regulation stave cutting machinery. This was not considered of very much importance to the cooperage trade, because the form of the barrel gives it all the structural strength required in its service, but it is a point that should be worthy of special attention and featuring in connection with box shooks, furniture panels and single and three-ply work generally where it enters into construction, where strength or stiffness is a factor. Peeling wood around the log furnishes the stiffest product that it is practical to make from wood, and this element of stiffness is often a quality that will help enlarge the market for rotary cut stock.



## Experience Talks on Woodworking



When we hear a man speak of a machine that works with almost human intelligence, we cannot help wondering a little whether he takes a low gage of human intelligence or is simply addicted to the habit of extravagant expression for the sake of impress, because there is nothing about a machine that borders anywhere near human intelligence.

Even if insurance companies paid no fire losses, it would be worth while to carry insurance, because the companies are always on the alert to prevent the likelihood of losses. To take out insurance and to improve the plant so as to get the lowest possible premium is one of the best hobbies for the manufacturer of wood products.

It is not the resaw that makes the smallest kerf, but the one that makes the two thickest boards after finishing, out of one board of a given thickness, that has the most saving grace. This, of course, includes imperfections in sawing that have to be taken out by the planer, at a sacrifice of both power and thickness of lumber.

When a man moves up from machine to foremanship, the chances are decidedly in favor of his seeing that the machine on which he worked does excellent work. In other words, it is perfectly natural for him to be extra-critical of the work with which he is most familiar through having done a lot of it himself.

There is some question as to which is the better combination to have, an expensive machine and a cheap man to run it, or a cheap machine and a good man to run it. The best combination is to have both a good man and a good machine.

Defective machinery is a sure cause for damages in case of an accident, and when any notice of defect is given by those in charge, all work should be stopped immediately on the defective machine until such defect is repaired.

## The Range of Oak Values

The chart shown on this page was prepared by one of the biggest operators in southern hardwoods, which has carefully compiled data for the years shown and has plotted out the chart using actual sales figures as the record revealed them during that period. It should be noted that the changes in prices were put in effect only as in each case they appeared necessary. That is, the figures represent actual prices at which oak lumber was sold by this company during the years shown, and the prices reflect the actual movement of values in accordance with the relation of supply and demand. The figures are in no wise theoretical or approximates, but actual in every particular.

The sharpness of decline after the beginning of the panic of 1907 brought to oak the lowest point since 1904. There was a sharp rise, however, from 1908 to 1909, and the apex was reached during the rapid forward progress of business right up to the time the war started. As this company does considerable export business, the price then naturally reflected the sharp recession after the war was declared.

It is interesting to note, however, that prices have not gotten so low even since the war started as when the depression came on the country eight years ago. The curve shows sales prices right up to the present.

The figures representing firsts and seconds plain oak are based on selling price lists compiled to meet changing conditions as changes appeared necessary. They are all F. O. B. Chicago.

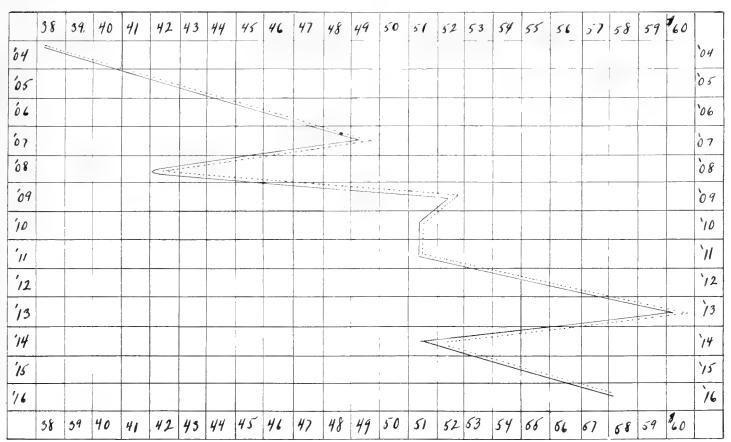


CHART SHOWING FLUCTUATIONS ON FIRSTS AND SECONDS PLAIN OAK, 1904-1916, BASED ON SELLING FRICE LISTS WHICH ARE REVISED TO MEET CHANGES IN MARKET CONDITIONS. PRICES F. O. B. CHICAGO. SOLID LINE REPRESENTS WHITE OAK AND THE DOTTED LINE RED OAK.



## Operating Conditions Improving



to a second of the second of t the second of the second of the second of the second of . . . . . her tweet the first of the street of the even a week or ten days ago, but the improvement is only relative the first of the second of the portion is proceed on effort some include large of the the test to a row be, to the affect as somewhat I we have the some some of the source of the first the terms Mongres along the prototogether attending been an unusual amount of wind. The latter has dried the ground very rapidly and, if there is no more high water and if rainfall does not exceed the average for the next few weeks, members of the trade feel that a return to normal hardwood manufacture may be witnessed somewhat earlier than was anticipated recently when high water and heavy rainfall gave everything pertaining to logging and milling operations an indigo hue. Still, while the outlook is considered more favorable, optimism is none too vigorous because it is realized quite foreibly that practically ideal conditions must prevail to insure even reasonably full production.

Nearly all the mills in North Memphis as well as New South Memphis have resumed operations and the same is true of box plants and other woodworking enterprises. Reports from points outside of Memphis also tell of a gradual resumption of mills which were forced by recent high water, either directly or indirectly, to close down. But comparatively few of them have enough timber to keep them going at full capacity and, when due allowance is made for those still idle and for those that are not running on full time, it will be understood why hardwood output is so limited as compared with normal.

A new complication has entered into the hardwood supply and distribution equation recently in the shape of a decided car shortage. This has become quite serious during the past ten days and no immediate relief is in sight. Box cars are notably scarce and tlat cars are also below requirements therefor. Logs are handled altogether on flat cars and the scarcity of these is interfering to a considerable extent with the movement of logs not only into Memphis but also into other milling points in this territory. Indeed, the situation is far more favorable as affecting Memphis than as touching points in this territory. There are numerous roads entering Memphis and competition is therefore keen enough to insure the best service to be offered, but towns which are on a single line are really in a quite unenviable position so far as facilities are concerned not only for handling log shipments but shipments of lumber also. Deliveries of lumber from Memphis are being measurably delayed by the shortage of cars and by the embargoes maintained by the Illinois Central and Yazoo & Mississippi Valley roads into northern and eastern territory, particularly the latter. None of the roads can furnish empties promptly because they haven't them. This applies at a big gateway like Memphis and by how much other towns are smaller as railroad points by so much do they suffer in comparison with this city when it comes to securing empty cars and having them moved after they are loaded. Congestion on northern and eastern terminals is said to be responsible for the car shortage in the South and lumber interests express much pleasure over the fact that the Interstate Commerce Commission has declared its intention of taking a hand with a view to ameliorating conditions in the congested area which have had serious ramifications in all parts

Demand for hardwoods continues active and shipments are as large as reduced stocks of dry lumber and the car shortage will allow. Practically everything on the hardwood list is in good request, high grade cottonwood being the one striking exception. There is a particularly strong call for plain red oak and for sap gum, these being the leaders in point of activity and strength. All grades of oak, however, are moving well at enhanced quotations, while the proport and of some and for goin and the prices being obtained therefor have been surprising revelations even to those who have always been strong believers in the possibilities of "America's finest calonet wood." Ash, elm and hickory are moving in considerable volume and prices are exceedingly well maintained. The box manufacturers are doing a record business and they continue to take handsome care of all the low-grade cottonwood and gum offering in this section. Export business is practically at a standstill and no early improvement is anticipated, particularly as the British government is disposed to build up new barriers instead of removing those already erected against imports of hardwood lumber and products made therefrom, including furniture. Ocean freight rates are somewhat lower, but there has been no appreciable increase in tonnage available for lumbermen seeking business in foreign channels. Owing to the increasing production of hardwood lumber, relations between supply and demand promise to become somewhat less strained in the next few months, but dry lumber is so scarce now in many items that the belief obtains in well informed circles that present values are on a sound basis and that they will probably advance somewhat further before supply overtakes demand sufficiently to cause any easing of consequence.

## Converting Short Oak Flooring

The problem of the short lengths is an ever-present one with manufacturers of oak flooring. It is the objection to short lengths and the high percentage resulting from using low-grade lumber that causes many oak flooring manufacturers to buy high-grade strips in preference to low-grade for making flooring. Yet one of the ideas in connection with oak flooring is to make use of low grade boards by ripping and refining. The idea is good, but the problem interwoven with it is the disposition of short stock. Of course part of the short stock should be used with the other, but the users object, and even though a percentage of it does go right along, there is often an accumulation of shorts and trimmings.

Occasionally a flooring man will make parquetry, which is a good idea, but is generally taken hold of in the wrong way. The parquetry people have to furnish long strips as well as short pieces and square blocks and their work really calls for a higher grade of strips than the manufacture of flooring itself.

About the best way is to work those short pieces into flooring with the rest of the floor. This does not mean that they should be forced on the customer with the other lengths. There is another way. Accumulate the short pieces from the end matchers and trimmings, and trim them to uniform lengths. Then get in communication with a building contractor or hardwood flooring man and arrange with him to use them in borders and for paving effects in hardwood flooring.

Where the percentage of shorts runs too heavy, making it objectionable to sell it with the regular stock, the better plan is to trim and end match it to uniform length, say of 8, 10, 12 and 16 inches. Then box it up and sell in this form. It may take a little time to develop trade connections, but it can be done and will prove beneficial to the building contractor and to the flooring man. The short pieces can be used for border and parquetry effects, thus obtaining a more artistic floor pattern than is practical with regular stock.

Sometimes we abuse machines, and at other times we expect more of them than they are really intended to do.



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## Using Uniform Value for Inventory



In the February twenty-fifth issue of HARDWOOD RECORD the Lumberman's Round Table contained a paragraph on "Valuations at Inventory." This story is reproduced as follows:

### Valuations at Inventory

Just at this season of the year discussions naturally turn to the question of the proper method of inventorying stock on the yard. The question is particularly interesting to the man who has had a rather bad year, and who is anxious to make as good a showing on the books as possible by "pricing up" stock which has depreciated in value since the time it was put on sticks.

The question is, is such a plan good bookkeeping; further, is it

good business?

Leading hardwood manufacturers seem to be of the opinion that it is poor policy to try to show the "unearned increment" on the books, because of the element of speculation which is thus introduced. The inventory, in their opinion, should be reserved for listing stock at actual cost. There will thus be provided a logical basis for figuring profit. To attempt to make the sales department show a profit on a more or less artificial basis of inventory values developed by taking market changes into account is decidedly unbusinesslike.

And yet, on the other hand, the man who would like to make his statement look a little fatter can retort, that if the market were to collapse, and bring market values below the cost of manufacture, it would not be argued that the latter should be the basis for the inventory. In that event, it is generally agreed, the basis should be current market prices. This may seem a trifle inconsistent, but the obvious point is that it is conservative. The manufacturer always is giving himself the worst of it, theoretically, in order that when it comes down to the practical question of selling his goods at a profit, he may be in the best possible position.

While there are times when marking up values for inventory pur-

poses, especially when the owner of the lumber knows "good and well" that it is worth more now than it was when it was stacked, looks mighty attractive, it is one of those things which a strict adherence to good business principles does not countenance.

A northern operator writes the following letter commenting on this article and outlining his methods of using a standard value basis for inventory purposes:

Note your remarks on Inventory in your February 25 issue, and that you advise same to be taken at cost. We do not believe in this for the following reason: Statistics show lumber manufacturers have been losing money as wholesalers for the last number of years, and only way can play even is through business obtained from line yards, export or some scheme outside of manufacturing end. If this is a fact, which you must know it is, part of your theory or idea is opposite to the other. You are creating fictitious values, also, the cost fluctuates same as values. As your lumber produced this year at a certain cost may not all be sold for one, two or three years, it mixes your figures and plans, and you have no general fixed base to adhere to.

Our theory is (and the writer might say he is somewhat green in the manufacturing end; nevertheless, has been a winner) to place inventory each year on the Broughton list as a base. We have inventoried for the last three years at \$2.00 off this list and expect to continue to use these values from year to year until there is some radical, standard change, up or down, more than the last five years have shown.

When we took our inventory this year, prices were way off; all the way from \$3.50 to \$5.00. If we had followed the market our business

would have shown a loss; as it was, we showed a gain. If we were inventorying today, prices would be about \$1.00 higher than our inventory on this same list, and if you inventory June 1st, price probably will be about on the list. So there you are. Our idea is to form a base of value and keep it there. This holds us steady. If prices soar high, our gains are only so much. If they go lower, our losses are likewise. If you follow the higher values of one year, you are richin your mind buy autos, take on new ventures, build fancy air castles, and lay dead falls to entrap you later when price lowers. There is not much danger (outside of a local war) of our lumber markets going much below our inventory price of \$2.00 off, and we feel we are holding our business within normal lines, as the price is just as often below our inventory price as above.

There is always a handling charge for shipment which usually is about the same each season. Some firms figure this as high as \$3.75 per M, some as low as \$1.00. It all depends. We intend to figure our inventory to have general standard base yearly value on our wholesale products. Our retail yard is inventoried at the cost price as invoices show. Our wholesale lumber is sold to our retail yards at same price we obtain from outside sales.

HARDWOOD RECORD would welcome further comment on this proposition, being desirous of giving to the trade the opinions of experts in different parts of the country.

## The Wood and the Work

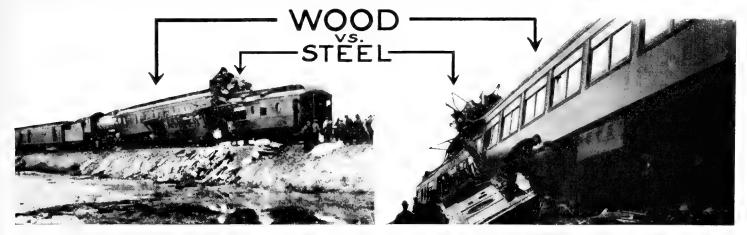
Selecting the wood which is especially adapted for the work which it is to perform is one of the most important functions of the lumberman. In other words, the man who knows what material is best suited to each purpose can often use this knowledge for the benefit of the customer and at the same time to his own profit.

In poplar, for example, a good many people eliminate the saps, paying a higher price for the stock which is all yellow, although the material is to be cut up, covered with paint, and used for a purpose where saps would do just as well. On the other hand, where the wood is to be exposed, sap lumber would be relatively undesirable, as it will not stand the weather well.

## Wood vs. Steel-Wood Wins

Words are not necessary to describe the photograph shown herewith except so far as it is necessary to give the data concerning the wreck illustrated. The trains involved are the Burlington train No. 42, which was rammed by the North Coast limited of the Northern Pacific, seventeen miles west of Spokane. Both trains were using the Spokane, Portland & Seattle tracks, and were en route east. Five deaths and a great many injuries resulted.

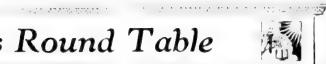
The Pullman car as shown telescoped by the wooden car was a sleeper, in which all of the deaths occurred. The engine of the North Coast limited rammed into the day coach which telescoped the Pullman ahead for its entire length. As competent witnesses testified that the speed was not excessive, the wonderful resistance claimed by the steel car advocates is given a substantial knockout.



REAR END COLLISION, BURLINGTON AND NORTHERN PACIFIC TRAINS, TRAVELING AT MODERATE SPEED, YET STEEL CAR WAS TORN



## The Lumberman's Round Table



## Fighting the Overhead

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A certain young hardwood man who has just gone into business for himself looks like a good prospect, because of the care with which he has watched these things. Although he is planning to ship most of his lumber direct, and might have taken a handsome office in a downtown building, he found that he could rent a small yard, on a railway switch, at about the cost of office rent. He therefore arranged to have a modest little office put on the yard, and abandoned the idea of more luxurious quarters downtown. Instead of buying teams, he arranged with an adjoining contracting concern to have his wagons hauled with its teams at a stated expense. All of the way through he trimmed down and pared at his running expenses, and the result is that he is going to have an overhead which will be in keeping with the volume of his business.

Later on, when the trade grows, he will be in a position to asset a uniformal operating expenses without a qualm.

### Overhead in the Sawmill

One reason why a sawmill proposition always looks so good—on paper—is because one can set down the actual cost of stumpage, plus the factors of logging, putting the stuff through the mill and putting on sticks, and have such a wide margin between that result and selling prices that the obvious conclusion is that it ought to be easy to make money.

The trouble is that overhead expenses pile up very rapidly in this as in other manufacturing enterprises. The amount of supervision necessary is considerable; there is always something to be bought for the power plant or the mill proper; and the number of items which somehow get on the books each month, without figuring in any direct way in the manufacture of the lumber, is astounding, especially to the man who has not anticipated them.

As a matter of fact, a rough-and-ready way to figure overhead in the sawmill business, which comes pretty close to the truth, is to assume that it is going to equal the cost of the actual productive labor. In other words, 50 per cent of the total cost of making the lumber is visible, and the other 50 per cent is invented expense.

The lumberman who is not always careful in figuring prices can take this as a guide, and add this proportion to the direct expense which applies to turning out his product. If he does so, he is less likely to sell his lumber for less than the cost of manufacture, a condition which sometimes is due to a failure to take into account the overhead expenses of the business.

### Interest on the Investment

One of the debatable questions in cost accounting is whether interest should be charged on the investment in the business. There are many arguments in favor of this method, and on the other hand some authorities are firmly opposed to it.

The writer clings to the belief that an investment charge is a legitimate and necessary item, if the results are to represent what they appear to. It is certainly true that a depreciation charge should be made to take care of the loss of value of the equipment and buildings. This is to take care of the principal of the investment. It is just as logical to charge interest on this investment, because this is the sum which would be carned

out any risk. If it is necessary to protect the integrity of the capital with a depreciation charge, it is also necessary to protect its normal earning power

Another feature is that a great deal of the money used in an active business is borrowed. It may be a direct loan from the bank, the use of paper, or credit with supply houses, etc. In many cases the money used in this way may be three or four times the accorded to the equital.

Interest payments are charged as a matter of course to overhead expense. If they are included in this account, and thus made to apply to all of the operations of the business, and made a factor in the fixing of prices, there is no good reason why interest on the remainder of the capital used, that which is invested by the stockholders, should not be taken care of in the same way.

The other argument, of course, is that the profits of the business represent the interest, and that earnings declared on the stock are the interest on the capital invested. In order to secure these earnings, it is suggested, the stockholder waives interest of the usual kind. The point is, however, that they should not be considered as profits until the interest has been taken care of.

The question is largely one of bookkeeping, but it is interesting from the standpoint of impressing on the man who is running a business that he has not really accomplished anything unless he can make more than the ordinary return on the money would have been.

### Put an Expert on the Books

It is a good idea to have an expert accountant go over the books of the lumber company now and then, merely for the purpose of making sure that everything is being handled properly. The modern accountant is not merely a bookkeeper, elevated above the rest of the class, but he is a cost expert as well. And his services are usually worth getting, from all standpoints.

In the average office a good deal of work is handled in a roundabout and circuitous fashion. The expert will show how a simpler arrangement can be made, which will save time and labor, and will be better from all standpoints. And the office bookkeeper will likewise profit from getting the angle of the outsider on the methods which are used.

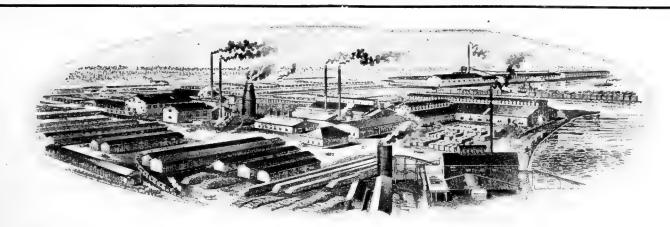
Before declaring dividends or cutting a melon, it is always advisable to have the books examined, so that nothing will be forgotten that should have been charged up, and so that stockholders will really be getting dividends, and not a return of part of the capital which they have invested, as is sometimes the case.

### Taking Care of Mixed Cars

The mixed-carload buyer is an important factor in the hard-wood field. His purchases may not be important individually, but in the aggregate they account for a big percentage of the total footage of hardwoods used up.

It is therefore a good idea to go after the business of this factor in the trade whenever possible. It should be remembered, however, that loading mixed cars is special service, and hence should be paid for on the basis of its value to the customer and its cost to the concern which is furnishing it.

From the latter standpoint, it is not always easy to select just the material which is needed to apply on an order of this kind, and considerable handling is required to get the carload together. In addition, the customer may have called for one or two items which are scarce, and may not be in the stock of the seller, and it is necessary to do a lot of shopping around to locate them. In fact, it frequently happens that the concern which is handling the business buys full carlots of lumber on the outside, merely to get the particular stock that its customer wants. This is undoubtedly a high grade of service, and the hardwood company which is rendering it ought to be able to make mixed-car buyers appreciate it.



## The NorthwesternCooperage & Lumber Company

The Home of the "Peerless" Standard Brand Products

Western Office: 516 Lumber Exchange, Minneapells, Minn. GLADSTONE, MICHIGAN

Mills at Gladstone and Escanaba, Michigan

Manufacturers of the following "Peerless" Standard Brand Products: Hardwood Flooring, Staves, Hoops, Heading and Veneers, Hemlock Lumber, Lath, Shingles, Posts, Poles and Ties, and Hemlock Tan Bark

"Peerless" Rock Maple, Beech & Birch Flooring have a standard of their own, are guaranteed trade. We need to hold trade. We next TIME

Hembers of Maple Flooring Manufacturers' Association. (When writing mention the Hardwood Record.)

## The Mail Bag

## B 999-Wants One-Eighth-Inch Cut Oak Veneer

Bedford, O., March 18.—Editor Hardwood Record: Will you please advise us of manufacturers of one-eighth inch cut quartered oak veneer suitable for office chair rims?

Sources of supply have been given this concern. Those interested will be supplied with the necessary address on application.—Editor.

## B 1000-Wants Market for Variety of Cutting Waste

Astoria, N. Y., March 14.—Editor Hardwood Record: We have some 2" wide to about 2-0 long, all the way to about 10" wide and 4, 6, 8, and 10-0 long, mostly 1" thick oak, sap gum, red gum, bay poplar, very little maple or birch, very little 1½" oak, all kiln-dried, which we would like to find a market for. The strips are trimmings off the boards; for instance, if a board is 12-0 long and 13 10" wide on one end and 1¾" on the other end, we trim off the ¾" and it may run 1"x1" to about 4 or 5 feet, and then taper down to very little. We also have been getting some 2" white pine pieces as well as trimmings from the boards, some 1½" maple or birch pieces, some cypress pieces, 1", 1½" and 1½". The cypress is only air-dried.

Prospective purchasers will be placed in touch with above on request.—Editor.

Reference to "Mail Bag" Must Be Accompanied by Stamped Envelope to Receive Reply.

## Clubs and Associations

### Chicago Association After Car Shortage Correction

A. Fletcher Marsh, chairman of the traffic committee of the Lumbermen's Association of Chicago, is always giving evidence of his energy and the live way he has of going after things. The increasing menace of the car shortage has been especially serious for Chicago operators. In order to assist in remedying the difficulty, Mr. Marsh has gotten out a circular to members of the association in which he reminds them that Chicago, as the largest

railway and lumber center in the country, is under a special obligation in the matter of proper handling of cars to alleviate the shortage condition. In the circular Mr. Marsh says:

"Place orders early; have filling for every car ordered; anticipate your wants; load cars promptly—it will bring the next empty sooner; load cars to the limit—not over ten per cent above the capacity; avoid reconsigning delays; unload promptly—somebody needs the empty, and remember that cars are built for transportation and not for storage."

He admonishes members to let customers of Chicago lumbermen know that they will appreciate orders for maximum cars where possible, and not for minimum loads; that they will be glad to load in open cars when possible, and will expect prompt unloading even on company material.

Mr. Marsh calls attention to what was done toward heavier loading in 1912 when one of the members increased his average loading from the country's average of 48,000 pounds to about 60,000 pounds, or about twenty-five per cent.

## Lumbermen and the Chamber of Commerce

Secretary Culkins of the Cincinnati Chamber of Commerce recently gathered an expression of views on the organization preparatory to the three-day membership campaign in which the Cincinnati Lumbermen's Exchange took an important part. The views of three prominent lumbermen especially were used as arguments with prospective members. B. F. Dulweber of the Dulweber Lumber Company, said: "There is scarcely a department in the Chamber of Commerce that I have not used to some extent and which has not been of material assistance to me. I have found the guidance and advice of the traffic department a great help. Similar bureaus in other cities are not nearly so efficient and cost more. All the departments of the Cincinnati Chamber of Commerce are efficient."

Walter J. Eckman, president of the exchange, said: "Many complex traffic matters, such as rates, operation, equal switching charges, have been solved for us by the bureau. This department now is indispensable, and the only fault I find with the chamber is that it should have a larger membership so that its influences will be greater."

Chester F. Korn, president of the Korn-Conkling Company, dropped his membership several years ago, but found it to his advantage to join again when the Cincinnati Lumbermen's Exchange was organized. "I have visited chambers of commerce all over the world and now realize that there is not another organization anywhere possessing the equipment that we have here in Cincinnati for rendering practical service to members," he said.

## Hardwood Manufacture Meet in.

## Strike Loses Convention to Co. innati-

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### Help Before Federal Trade Commission

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In the lumbermen's case before the Pederal Trade Commission they will ask that the Sherman law be interpreted to permit co-operation of lumbermen under federal regulation, for the elimination of wasteful competition. If this interpretation of the act cannot be given, they ask for an amendment to the Sherman act to give it such an interpretation.

The lumbermen ask for the right to co-operate in the curtailment of production of lumber, to prevent destruction of the country's forests, but Some 2 that the total country went to all the states of the supply of humber to less than the nation's demand for it. Such cooperation would not, it was urgel, be in restraint of trade, but is necessary to the saving of the timber supply of the nation for the future where it is now being wasted. The counsel for the lumber manufacturers declare in their briefs which are soon to be filed, that the manufacturers have actually been losing money since 1907, owing to the necessity for cutting their timber even at a loss, to pay taxes and interest, and they declare that this devastation of the forests ought to be forbidden and the lumbermen allowed to take co operative steps to stop the slaughter of the nation's future supply of timber,

The final briefs in the lumbermen's case are soon to be filed at Washington, and a decision is hoped for at an early date so that the industry can change its conditions to meet the new regulations of the federal commission.

## Evansville Club Making Plans for Annual Outing

Mertice Taylor, secretary of the Evansville Lumbermen's Club and chairman of the entertainment committees, has been authorized to make full arrangements for the annual outing of the club, which will take place on a steamboat on the Ohlo river either the first or second Tuesday in June. Secretary Taylor has promised to arrange several new stunts this year and he predicts that the outing will be one of the largest and most successful since the club started. At the next meeting of the club on the second Tuesday night in April Mr. Taylor will outline some of the third for the outland.

### Meeting of National Industrial Traffic League

At the annual meeting of the National Industrial Traffic League held nt Chicago last November, the following resolutions in respect to car shortage were adopted :

tow, and we also believe, judging from commercial conditions and researchly, that the volume of traffic which will be offered to the carticle the coming winter will tax to the utmost their transportation to know.

Where A shape is each one of the elementary virial interested that A is the element A in A and A is the element

Resolved That the National Industrial Traffic League recommend that s of the league, and all shippers generally, be urged to make all orts to promptly release the equipment of the carriers; and be

It is the That all shippers be urged to lead cars as near their carrying commercial conditions will terralt, and there or increase the curve of the available equipment in the interest of all concerned; and

Br solver. That the railroad companies be urged to move all freight cars

The fulletin of the league calls attention to the conditions arising which have brought the question of car shortage to the attention of every shipper and receiver in the country. The cars becoming scarce and the supply of available equipment inadequate, it is the duty of every shipper, according to the bulletin, so far as it is in his power to conserve the present car Shinily.

The bulletin says that it should be borne in mind that cars are for the purpose of transporting property, and should be loaded and unloaded produptly, and not be used for storage purposes merely because it is more soft to thent to the receiver of the freight.

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## Chicago Association After New Members

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One of the most satisfactory to ctures is the arbitration committee regarding which a circular on the membership question issued by Secretary Hooper says

The Lumbermen's Association of Chicago, owing to the unique charter At their fact, without the control of the control of the committee with each of a control of the 
customs, terms and usages of the business, is according to the first state.

If one of the however the the objects of the older daily of maintaining the high representation of the construction of the integral of the integral of the according to the first land fluid and members of the according to the first land of the association by absolutely guaranteeing a "square deal" on all business transacted

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### Prospective Lumber Rate Hearings

Important hearings before examiners of the Interstate Commerce Commission are pending as follows.

mission are pending as follows.

March 27, Chicago, Examiner Money, No. 8587- Marsh & Truman Lumor Company v. Louischo & N. 1 eth Railroad Company No. 8591—Bagdad Land end Lumbet Company v. Grand Rapids & Indiana.

March 27, New Orleans, Examiner Frening No. 8330 - American Box Company vs. Morgan's Louislana & Texas Railroad and Steamship Company No. 8482 Field I. Adams v. Illinois Central March 29 Hoiston Text Laanter Watkins, No. 8519 Lutcher & Moore Lumor Co. vs. Texas & New Orleans

April I, Green Bay, Wis, Examiner Wood, No. 8360—Diamond Lumber Company vs. Chicago, Milwaukee & St. Paul,

April B. Bondolo N. V. Evancier Brown No. 8340 A. T. Haugh and A. J. Keating, assignees of the Blue Grass Lumber Company, vs. Oregon-Washington Railroad and Navigation Company.

April 3, Texarkana, Ark. Examiner Watkins, No. 8461—National Lumber and Creosoting Company vs. Texarkana & Ft. Smith Railway Company.

and crossoring company vs. Tevarkana & Ft. Smith Railway Company.

April 3, Escanaba, Mich., Examiner Wood, No. 8286—Northwestern Cooperage and Lumber Company vs. Minneapolis, 8t. Paul & S. S. Marle. April 6, Birmingham, Ala., Examiner Fleming. No. 8435—Standard Lumber Company vs. New Orleans & Northeastern Railrond.

April 6, Pittsburgh, Pa., Examiner Brown, No. 8435—Terhune Lumber Company vs. New Orleans & Northeastern. No. 8447—Terhune Lumber Company vs. Southern Railway in Mississippi.

April 10, Nashville, Examiner Fleming. No. 8508—Southern Lumber and Manufacturing Company vs. Tennessee Railway Company.

April 10, Minneapolis, Examiner Wood, No. 8308—Itasca Lumber Company vs. Great Northern.

April 11, Memphis, Examiner Fleming. I. & S. 778—Lumber from

Manufacturing Company vs. Tennessee Railway Company.

April 10. Minneapolis, Examiner Wood, No. 8308—Itasca Lumber Company vs. Great Northern.

April 11, Memphis, Examiner Fleming. I. & S. 778—Lumber from Mississippi.

April 11, Memphis, Examiner Freming, 11, & 6, the Monday Mississippi, April 12, Imluth, Minn., Examiner Wood, Duluth Log Company vs. various lines (G. cases, Nos. 8450-8473, 8541).

April 12, Memphis, Examiner Fleming, No. 8535—Lamb Fish Lumber Company vs. Yazoo & Mississippi Valley.

April 13, oral argument, Washington, No. 8259—Thane Lumber Company vs. 8t. Louis, Iron Mountain & Southern.

April 14, Cairo, Ill., Examiner Fleming, I. & S. 770—Forest Products from Arkansas noints.

April 14, oral argument, Washington, No. 8212 Lamb-Fish Lumber Com-

pany. April 17, Washington, Examiner Burnside, I. & S. 490—Lumber Transit Privileges at Buffalo. No. 7506—Buffalo Lumber Exchange vs. Alabama Control.

Central.

April 17, Louisville, Examiner Fleming. No. 8428—New Albany Box and Basket Company vs. Illinois Central.

## Cincinnati Carriage Makers' Election

The annual election of the Carriage Makers' Club was held recently at the Business Men's Club, with the following directors being chosen for the ensuing year: Hoard S. Cox, Theodore Lutz, H. H. Nelson and W. S. Rulison.

Judge Frank B. Guswiler delivered an address at the banquet held after the election, speaking on rapid transit which is being agitated for the city, telling what it would mean and the possibility of securing it.

### Gum Association Adds New Members

The Gum Lumber Manufacturers' Association has been very successful in securing new members since the annual meeting held in Memphis in January. The membership committee of which F. K. Conn is chairman has done very creditable work, as shown by the fact that the association boasts a membership of more than sixty firms. Secretary Pritchard said recently that the association had been so successful in its work that many who have heretofore held themselves aloof have shown a distinct disposition not only to help bear the burdens of the work but also to place themselves in position where they will be direct beneficiarles of the accomplishments of this organiThose who have connected themselves with the association at the annual meeting or since that time, a total of sixteen, are given herewith:

meeting or since that time, a total of sixteen, are given herewith:

W. P. Brown & Sons Lumber Company, Louisville, Ky.; Crittenden Lumber Company, Providence, R. I.; I. M. Darnell Son Company, Memphis, Tenn.; R. J. Darnell, Inc., Memphis, Tenn.; B. H. Hall Lumber Company, New Albany, Miss.; H. H. Hitt Lumber Company, Decatur, Ala.; Issaquena Lumber Company, Issaquena, Miss.; J. F. McIntyre & Sons, Inc., Pine Bluff, Ark.; Mossman Lumber Company, Memphis, Tenn.; Massee & Felton Lumber Company, Macon., Ga.; Penn-Sumter Lumber Company, Philadelphia, Pa.; Russe & Burgess, Inc., Memphis, Tenn.; Southern Pine Lumber Company, Texarkana, Tex.; Ward Lumber Company, Chicago, Ill.; Holly Ridge Lumber Company, Louisville, Ky.; East Carolina Lumber Company, New Bern, N. C.

### Indiana Forestry Report

The annual report of the Indiana State Board of Forestry for 1915 has been published by Elijah A. Gladden, secretary of the board. It is a bound volume of 168 pages dealing with the forestry work in the state during the past year. The people of Indiana are planting some trees and extending protection to many areas where young growth is coming on. The forest fire problem is not very serious in that state, because of the absence of large forest tracts. A statement in this report may surprise many persons. It is said there are 4,000,000 acres of waste land in the state which has been stripped of its forests and practically abandoned, although, of course, it is all under private ownership.

## Cincinnati Lumbermen Seek Action on Gulf Shipments

Cincinnati lumber exporters whose trade has been seriously burt because of the scarcity of bottoms, due to the war, have been badly handicapped in Gulf coast shipping. Recently they banded together and presented a series of complaints to the United States Bureau of Domestic and Foreign Commerce at Washington, through the Chamber of Commerce of the United States. They have been instrumental also in getting their kick before the House committee on merchant murine and fisheries. Dr. E. E. Pratt of the chamber has informed Cincinnati lumber exporters that the matter has been referred to the United States Commercial Agent at New Orleans, who is familiar with Gulf shipping conditions and will advise promptly if anything can be done to solve the problems. At Nicaragua there are many cargoes of lumber, comprising thousands of feet of fine South American hardwoods, mahogany, etc., awaiting shipment to gulf points, from there to be delivered by rall to the Cincinnati yards. lumbermen contend that most of the vessels that would be available have gotten into the hands of speculators, who ask exorbitant prices, and they consider it unfair to shippers engaged in legitimate businesses to pay such heavy rates. The result is awaited with great interest.

## Cincinnati Lumbermen's Exchange

Walter J. Eckman, prominent Cincinnati lumberman, was elected president of the Cincinnati Lumbermen's Exchange, a subsidiary of the Chamber of Commerce, at a meeting of the board of directors held recently. The directors were chosen at an earlier meeting, when the constitution and by-laws were adopted. Other officers chosen are as follows: Vice-president, George Morgan; secretary, Dwight Hinckley; treasurer, J. H. Doppes.

Chester Korn, J. H. Doppes and E. J. Thoman were appointed as a committee on by-laws. The exchange now is fully established and holding daily sessions around the bulletin board where bids and asks are posted and members declare that they find business deals are facilitated and much new business brought in by the system.

J. Watt Graham, Chester F. Korn and Walter J. Eckman were appointed as a committee by the president of the Chamber of Commerce in the three-day campaign for new members for the Chamber. The lumbermen made a good showing in this campaign.

### Memphis Club Considers Traffic Assistance

One of the subjects discussed at the meeting of the Lumbermen's ('lub of Memphis, held at the Hotel Gayoso Saturday, March 11, was the cooperation of members of the club with the railroads in an effort to lessen the difficulties in handling shipments of lumber. A letter was presented to the club from the St. Louis, Iron Mountain & Southern asking that traffic officials be given permission to route shipments after leaving its There are certain fast freight lines connecting with southern roads which are not handling freight with promptness and which have a vast amount of congestion on their terminals in the North and East. The idea of the traffic officials in wanting to route shipments lies in the fact that loaded cars can be given to lines which are in position to afford good service and in the additional fact that loaded cars can be traded for empties. The Illinois Central and Yazoo & Mississippi Valley roads presented a similar request to the members of the club. The subject was brought to the attention of members by G. C. Ehemann of the river and rail committee. Mr. Ehemann explained that there was a very great shortage of box cars and suggested that the railroads wanted the lumbermen to use flat cars and gondolas for the handling of lumber shipments. The car situation has become quite acute throughout this entire territory because of the vast number of southern cars tied up on northern terminals and, while the railroads are doing their best to ameliorate conditions, members of the club are showing a distinct disposition to co-operate with them.

It was decided at this meeting that the club should give a banquet in the near future, probably in April, the exact date to be decided by the entertainment committee, which will have charge of all arrangements. This is to be given on the basis of so much per plate and mem-

bers of the club have the right to invite as many friends as they wish either from Memphis or points outside of this city. These annual banquets were a regular feature of the club for a number of years, but this organization has entertained so many outside associations during the past two or three years that none of these banquets has been given during that time. The members are looking forward to this occasion with unusual pleasure.

On receipt of a letter from the Business Men's Club asking that the Lumbermen's Club co-operate with that and other bodies looking to the securing of adequate river terminals here, the president was authorized to appoint the same committee which handled the subject some months ago when the demand for more complete terminals first appeared.

J. H. Townshend of the Southern Hardwood Traffic Association called the attention of the club to the hearings involving higher rates on hardwood lumber and yellow pine from Memphis and southern producing points into Central Freight Association and Western Trunk Line territory. He said that the issues involved were of vital importance to every member of the lumber trade in the territory affected and urged that members of the club not only attend the hearings but that they co-operate with the Southern Hardwood Traffic Association in preparing the necessary data and evidence to be brought before the examiner who represents the Interstate Commerce Commission. These hearings will last probably until the end of March.

There were sixty-three members and visitors present. The usual luncheon was served. President S. M. Nickey occupied the chair.

### MEMPHIS CLUB ADDRESSED BY ECONOMIST

E. A. Filene of Boston was the guest of honor and principal speaker at the regular meeting of the Memphis Lumbermen's Club on Tuesday, March 21. He talked on "Economic Effects After the War." Other distinguished guests were Special Examiner Mackley of the Interstate Commerce Commission, John R. Walker, Washington, D. C., yellow pine attorney and prominent Illinois Central officials.

Announcement by F. E. Stonebraker of the entertainment committee that plans are being effected for the annual banquet and that the date will be announced in the near future started the business sessions. G. C. Ehemann, chairman of the river and rail committee, reported on a letter received from the treasury department officials regarding recent objections by the club to export declarations. The official said the club will be advised later of the decision. At the request of James E. Stark, John M. Tuther, secretary of the Business Men's Club, agreed to write Mr. Peters of the treasury department asking for a ruling on export declarations.

On the subject of entertainment of Hoo-Hoo it was agreed that a special Lumbermen's Club committee and a committee of Hoo-Hoo get together in the near future to work out a definite plan of procedure.

It was decided on motion that consideration of the movement for a new Tennessee charter be left in the hands of the law and insurance committee, Colonel S. B. Anderson, chairman. Application of C. M. Gooch of the Woods Lumber Company, Millington, Tenn., for membership was referred to the membership committee.

Mr. Filene outlined his views on the effect of conditions after the war on American business. He predicts a flooding of this country with foreign goods regardless of selling prices that gold may be taken back to European countries. Mr. Filene, who spoke efficiently for the Chamber of Commerce of the United States, expressed himself strongly in favor of adequate preparedness for the United States.

### Ready for Big Rate Fight at Memphis

Present indications are that the railroads will complete their introduction of testimony in the rate hearing now being held in Memphis, involving higher rates on shipments of hardwoods and yellow pine from southern producing points into Central Freight Association and Western Trunk Line Territory, Thursday afternoon or Friday. They have put a number of witnesses on the stand already and these have been cross examined as they appeared by J. V. Norman, attorney for the Southern Hardwood Traffic Association, and by J. R. Walker, attorney for yellow pine interests. As soon as they have completed their direct testimony, representatives of the hardwood lumber industry will be placed on the stand at Memphis to introduce evidence to controvert that offered by the carriers. Only two or three days will be given to the hardwood men as it is planned to adjourn the hearing at Memphis Saturday evening. Yellow pine people will present their testimony at Montgomery, Ala., beginning Monday, March 27. Night sessions have been held during a portion of the hearing in order that all the testimony might be completed by the end of the current

J. V. Norman, attorney for the Southern Hardwood Traffic Association, is authority for the statement that the recent decision of the Interstate Commerce Commission, giving the carriers the right to advance rates on oak, cottonwood and gum from southern producing points to Ohio river crossings, is responsible for the effort of the railroads to secure higher rates into Central Freight Association and Western Trunk Line territory. The testimony introduced by the railroads so far has tended to show that the carriers were not receiving sufficient revenues as a whole but lumber interests will combat their arguments with the proposition that the carriers have no right to increase their revenues solely at the expense of hardwood and yellow pine industry. The belief has been steadily growing in Memphis for a long while that lumber is bearing more than its share of the burden of transportation cost and that, if there is to be any readjustment of lumber rates, this should be made on a downward instead of

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## With the Trade

### Will Build Sash and Door Factory

The Joy . Lumber Company of Marshalltown, lowa, has begun to rebuild recognip and rehabilitate the woodworking to tory formerly owned by Kurtz & Wasem. Part of the factory will a wrecked and rebuilt, and part wil. To remodeled and improved. An additional unit is to be built and a little later lumber sheds are to be creeted

## Roger E. Simmons Goes North

Roger E. Simmons has accepted a position with the Northern Hemlock and Hardwood Manufacturers, Association, with headquarters at Oshkosh, Wis He will enter upon his work in a short time.

Mr. Simmons recently returned from a two years' sojourn in South America where he was sent by the government to study the lumber situation, with a view to extending the markets for American lumber in that field. During the past seven or eight years he was in the United States Forest Service, where he specialized on wood utilization. He compiled several excellent state reports of wood using, among them being those for North Carolina, Virginia, Kentucky, Illinois, Pennsylvania, and Maine. He always put originality in his work, and his reports, though on subjects naturally somewhat dry, are readable and entertaining. His report on the situation in South America has not yet been published.

His work at Oshkosh will include an exhaustive study of wood uses for the purpose of extending the market for lumber. It would be difficult to find a man better fitted for that work than Mr. Simmons.

## Lamb-Fish Traffic Department Impresses Commission

Members of the staff of the Interstate Commerce Commission in Washington are much impressed with the thoroughly affive traffic department of the Lamb Fish Lumber Company, Charleston, Miss. This company is very busy in ferreting out injustices and discriminations and is thereby doing a service to all lumber shippers in its territory.

A very interesting point is involved in Case Number 8212, on which oral argument will be made before the commission in Washington, April 14. The case is against the Yazoo & Mississippi Valley, the Alabama & Vicksburg, Alabama Great Southern and the Southern Railway. The object of

its 1 or -1 i h compositif is to so are protection of the lowest combination of rates. The question arose over the rate on vehicle material from Charleston, Miss., to Uniontown, Ala. The through rate assessed by the corners was lifty three cent. The Lambeltsh company pointed out that a combination of local rates totaling thirty eight cents was obtainable by using the Selma, Ala., combination. The rate from Charleston to Selma is fourteen cents and from Selma to Uniontown fourteen cents.

The Y. & M. V. made application to the commission for authority to protect the Solma combination. The original application showed the Lamb-Lish company as the beneficiary which resulted in a ruling by the commission that the Lamb Fish company was a stranger to the transaction. This was due to the fact that the business did not move under the name of the Limb Fish company. By the time this was settled two years had clapsed and the commission refused to grant the desired authority owing to the lim-Itation prescribed in Sec. 16 of the act to regulate commerce.

The lumber company contends that regardless of other facts, unjust and unreasonable transportation charges have been exacted.

The interest in the case arises largely from the fact that numerous other complaints involving the same principle are pending.

### William E. Barns

William E. Barns of St. Louis Mo., president and managing editor of the 8t. Louis Lumberman of that city died at 11:30 on Friday, March 24, as a direct result of pneumonia following a severe attack of grippe, which had kept him confined to his bed since March 13. Mr. Barns was not feeling well for a week before then, but the attack did not assume serious proportions until later.

The funeral will take place on Sunday at two o'clock in the afternoon, the services to be held from the residence, 5465 Delmar avenue.

Mr. Barns was born in Vevay, Ind., August 29, 1853. He graduated from schools at Greensburg, Ind., and later from the Illinois Wesleyan University at Bloomington, in 1872. After doing a little contributing work, he became city editor of the Daily' Republic at Decatur, Ill., and in 1874 went to New Orleans as representative of the Chicago Inter Ocean. A year later he became associated with the Central Advocate, staying with this publication until 1884. In 1884 he bought a half interest in the Journal of Commerce Company of St. Louis, publishing the Age of Steel, of which paper he In 1887 he started the St. Louis Lumberman, issuing the first number in January, 1888. Subsequently he sold out his interests in the Journal of Commerce Company to eastern interests and has since given his entire time to the Lumberman.

Mr. Barns was of considerable literary ability. He has published various books, among which are two volumes entitled "Labor Problems," and another entitled "Nobody Knows." He was a member of many organizations, including the Masonic order, the Elks, Hoo-Hoo, and also belonged to several prominent clubs in St. Louis.

He is survived by his wife and two children, a daughter, Helen, and a son, Frank R. Barns, president of the Commonwealth Timber Securities Company of Chicago.

Mr. Barn's death to those of us who have traveled with him these many years, is a distinct shock-the taking of as good a fellow as was ever connected with the industry. He was a companionable character whose friends, numbered in the thousands, will remember his smiling countenance and his happy address. He was a good counselor-a man of judgment and wide knowledge, and his personality will live many years after he has been laid



ROGER E SIMMONS, TO DEVELOP HEM-LOCK MARKETS FOR NORTHERN MANUFACTURERS



THE LATE WILLIAM E. BARNS, ST. LOUIS. DIED FRIDAY, MARCH 24



GEORGE LAND, WHO IS MAKING A NAME FOR HIMSELF AS LAMB-FISH TRAFFIC MANAGER

We sincerely extend our friendly sympathy to his family and business associates, and feel that our industry has lost a champion of inestimable worth.

### Sumner-Nostrand

Herbert E. Sumner of the Sumner Lumber Company, 50 Church street, New York, N. Y., was married on Thursday evening, March 16, to Miss Ethelynd Nostrand, daughter of Mr. and Mrs. John Nostrand of 632 Eastern Parkway, Brooklyn. The ceremony was held at St. Paul's Congregational Church, Brooklyn, the Rev. Dr. N. McGee Waters officiating.

Hamilton H. Salmon, Jr., a cousin of the bridegroom, and son of Hamilton H. Salmon of Hamilton H. Salmon & Co., New York, well known in lumber circles, acted as best man.

Among the ushers was Samuel Vrooman, Philadelphia, also well-known in foreign and domestic hardwood and fancy wood circles.

Following the ceremony an elaborate dinner was served at the Hotel Rossert.

Mr. and Mrs. Sumner are spending their honeymoon at Lakewood, N. J.

## Johnson-Bradford

On March 14 Charles W. Johnson, president of the St. Louis Basket & Box Company, and a member of the school board of St. Louis, was married in New York City to Miss Willa Bradford. This is the culmination of an Alaskan romance. The couple expect to spend their honeymoon at Washington, D. C., and Hot Springs, Va.

### Little Rock Lumber & Manufacturing Company Working New Timber

D. S. Watrous of the Little Rock Lumber & Manufacturing Company, Little Rock, announces that his firm is completing a six mile extension to a tract of timber of 30,000,000 feet, principally high-grade white oak. The company's mill, having a daily capacity of 40,000 feet, has not been in operation for some time, but will resume cutting on April 1, and work on a day and night shift, cutting 75,000 feet a day.

## Planning Woodworking Factory for Stevens Point

It is announced from Stevens Point, Wis., that Emil Belke is contemplating the erection of a woodworking factory to specialize in sash, doors and interior finish. Mr. Belke, who is a cabinet maker by trade, is the owner of the Cabella property in Stevens Point, and his plans provide for the remodeling of one of the buildings thereon and the installation of the necessary machinery with electric power.

### New Factory for Appleton Firm

The Appleton Wood Products Company, Appleton, Wis., is having plans prepared for its new factory which will be erected at Appleton. The new building will be 170 feet long by 40 feet wide.

## Change in Grand Rapids Millwork Firm

The Grand Rapids Lumber Company, Grand Rapids, Mich., is erecting a new planing mill adjoining its lumber plant at that point. The new mill will be 60x60 feet, two stories high, and will be equipped with planing mill and other millwork machinery. The company sold its old planing mill to the Sanitary Milk Company, which firm will use it for a warehouse.

The new mill will be a model affair in every particular.

## New Sales Manager for Big Cypress Company

The Big Salkehatchie Cypress Company, Varnville, S. C., announces that W. W. Simmons has been appointed sales manager. Mr. Simmons is a native Texan, but has been associated with the cypress sawmills in Louisiana for the past ten years, starting as bookkeeper and paymaster in the logging department of the F. B. Williams Cypress Company, Patterson, La. From there he went with the Lutcher & Moore interests as assistant to the superintendent. He was next connected with the Lyon Cypress Lumber Company, leaving there to accept a position with the St. Bernard Cypress Company of New Orleans.

The Big Salkehatchie Cypress Company, which is one of the R. H. Downman mills, started operations last September and from the start has cut stock widths, and is piling lumber on eight-foot bottoms with three foot air space between piles, each grade, width, thickness and length being stacked separately.

E. C. Glenn, second vice-president and general manager of the company, states that there is now about 9,000,000 feet of lumber on the yards and that the planing mill will be in operation the latter part of this month.

## Re-Elected Secretary and General Manager of Garetson-Greason Lumber Company

W. W. Dings, for many years secretary and general manager of the Garetson-Greason Lumber Company, St. Louis, Mo., and probably better known to the trade as "Billy" Dings, has been re-elected by the board of directors of the company to that position. Mr. Dings announces that the business will continue as heretofore.

## Big Baltimore Factory Burns-Loss \$550,000

One of the biggest fires which Baltimore has had for some time, if not the largest in point of monetary loss since the great conflagration in 1904, broke out on the night of March 16, about 10:30 o'clock, in the show case, office fixture and har room equipment factory of the F. X. Ganter Company, at Ostend, Leadenhall and West streets, the establishment taking in a whole block on one street and running back half a block. It was an hour before the blaze could be even brought under

control, and far into the next day before it was actually put out. It spread to various other places, among them the plant of the Baltimore Cooperage Company, the cooperage works of Michael Daily, and the John II. Grimes Packing Box Factory, besides damaging some other structures. The total loss is put at about \$550,000, mostly covered by insurance. Four firemen were slightly injured and a number of the occupants of houses in the vicinity had narrow escapes. The cause of the blaze is not known. Nor has it been settled yet if F. X. Ganter, head of the company, will rebuild. He employed some 200 men and the factory was among the best known in the South. Numerous barrels of varnish and quicksilver in solution for the mirror backing caused explosions, which for a time endangered the firemen. Half an hour after the blaze had gotten a start the walls of the Ganter factory fell in.

## Sayers & Scoville Plant Destroyed

The carriage plant of the Sayers & Scoville Carriage Company, on Colerain avenue, Cincinnati, O., a large carriage manufacturing concern in the Middle West, was destroyed by fire of mysterious origin last week, entailing a loss estimated at \$500,000. The blaze was first noticed at 10:30 p. m., and before the first fire company, only a few blocks away, arrived on the scene, the entire plant seemed ablaze, the inflammable grease, paints, varnish and wheel, shaft and body stocks feeding the flames. The entire plant was practically destroyed within a half hour.

The structure was a six-story brick, covering nearly a block, with a smaller five-story annex. The concern manufactures all kinds of pleasure carriages and hearses. Thousands of feet of fine hardwood lumber for body work in nearby yards was damaged, but most of this was saved. C. A. Eisenhart, secretary of the company, and John A. Campbell, superintendent, believe the loss may reach \$600,000, fully protected by insurance.

William A. Sayers, president, said that the heaviest loss would come through the loss of unfinished orders. He said they were working full force on orders amounting to \$200,000 and carried a great amount of raw materials, lumber, oil, paint, etc. About 200 men will be thrown out of employment. Arrangements will be made soon to resume operations. The concern is one of the ofdest manufacturers of horse drawn vehicles in the country, but recently has been manufacturing motor cars on a limited scale.

### Huddleston-Marsh Warehouse Destroyed

On Monday night, March 20, the warehouse of the Huddleston-Marsh Mahogany Company, adjoining the offices at 2256 Lumber street, Chicago, was destroyed by fire with its complete stock of lumber, veneers and panels. The fire is believed to have been started from crossed wires. The shed and contents were all that were consumed as the yard and office were saved after strenuous work. The resulting loss was about \$50,000 completely covered by insurance, which is adready adjusted.

The Huddleston-Marsh Mahogany Company has a good stock of veneers on hand at New York and a fair stock at its Indiana yard. The stock consumed by the fire was 125,000 feet of lumber; 1,000,000 feet of high-grade veneer and 115,000 feet of panels. The most unfortunate feature of the fire was the fact that some specially beautiful veneers, which it will be difficult, if not impossible, to replace, were consumed. One large order was crated to be shipped out the next day. This was burned with the rest.

The company had about 300,000 feet of lumber in its yard, and while 125,000 feet of it were consumed in the fire, arrangements have already been made to purchase enough stock to take its place.

R. S. Huddleston, president of the company, came on from New York immediately upon receipt of news of the fire and has been in Chicago since. He states that the company has a very fair stock of mahogany logs in prospect as it has six months' charter on a steamer working from Mexico. This steamer will shortly leave with a fair cargo.

There will also be a shipment of 150,000 feet of African logs coming from Liverpool shortly.

## Change of Firm Name

The Berlin Machine Works, Beloit, Wis., sends Hardwood Record the following announcement:

"It is hereby announced that the firm name of The Berlin Machine Works, Beloit, Wis., U. S. A., has been changed to P. B. Yates Machine Company. Ever since the business was founded, forty years ago, in the little Wisconsin town of Berlin, from which it took its name, considerable annoyance has been experienced through the adoption of this name by many other small concerns established in cities of the same name in various states. The motive of such firms is quite obvious. In the interest of our patrons and the good will and prestige enjoyed, we have concluded to change the name as above.

"This change is confined to name only. The same personnel, officers, capital and policy remain as heretofore.

Officially, L. D. Forbes, Secretary."

## It Got By

The last issue of HARDWOOD RECORD contained the following item:

"The Big Four Railway Company has a unique idea in wood preserving which is attracting attention of lumbermen generally. The road has a large surplus of railroad ties and is burying them in piles of 25 along its right of way and in that way preserving them for the future."

As we have on two or three occasions in connection with articles on forest fire fighting mentioned this means of protecting logs and ties, it is apparent that the item simply slipped by without our seeing it.

In justice to C. A. Paquette, chief engineer of the Big Four, with offices

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## The Chillicothe Gunstock Manufacturing Company

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The reserve that the real mid with a cutting capacity of 60,000 feet per section of the relative pany has installed sixteen small band saws. In written to this there was each other real terms of their may need in its refer to the real terms of their bandle its retrievely to the real terms of their section of the real terms of the real

## New York Forestry Students on Logging Study

Not Broad profession from the marthon at the New York State College of Phristry Shown Naview Hallewood Library the plactograph shown on this page, which represents a group of seniors at the College of Forestry on their annual logging study. This report on a large logging operation is required of every one of the seniors who graduate from the general content of New York State College.

The boys have just returned from a trip on which they spent two solid weeks on the \$5,000 here tract of the Emporium Lumber Company, under the life tool of Prof. Brown, tol Henry H. Tever. The trace is countly divided between the camps in the woods and in studying the manufacturing

As the result were too she devoted to a study of wood distillation industry the result of the first line that the Company of First Lake. Note that the Santa Clara Lumber Company and the A. Sherman Lumber Company at Tupter Lake.

## Pertinent Information

## Government Buys More Land for National Forests

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## Forest Fire Record for 1915

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### Baltimore Exports for February Show Gain

and the second some to the original design the figures, the transfer of the er and the hipments of read as for our 1916, was . . . . - drop o' dimest \$22,000 for error on Otaling only a toxic to or dered encouring f - 1 The while the first and the first orthogonal trades with a year control in and of the arther er for Development of an e coors from to bet of caldnet the common term to must be obtained account to the transfer to the month of the amorne of any Object to a finite and of inexpert to the research of the time of the contract where we have a two Hems were represented in the potential for  $\Gamma=0.00$ . The  $\Gamma=0.00$  is a 1.00 count 87.000. On the other hand, spruce added nearly \$11,000 to the total, and the exports of "all other manufactures of wood" were also far in excess last medition to the de 19th The color different is as follows

	1.74	1,	1915				
	Quantity	Value	Quantity	Value			
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1.00 - 3 1.11 11	3-110-1	154	711 111111 11 1	500			
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Lyre'er, host a state	200000	1,	155,000 111.	6,746			
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Lun. (r. pop s)	12	1912	105 990 (1	2,830			
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51,000	1+. 1 + +	2.12 +	11,359	1.375			
All other kinds of lumber		10		1,300			
Hoors				3,613			
Furniture				3,473			
All other manufactures of wood		28,199		8,069			
Total		881 605		\$50.506			

New developments in the foreign trade are by no means encouraging. Some of the steamship representatives here refuse altogether to quote ocean freight rates, saying they will have no space before May, and even refusing to book shipments at any figure. The old contracts have been about completed, and no new ones are being taken on account of the uncertainties of the situation. The outlook for the exporters, in fact, is decidedly unfavorable in so far as getting stocks forwarded is concerned, and it looks as though the shippers would be unable to take care of the orders which they can get. It is no longer a question of rates, but of getting the steamships to take consignments and there appears to be no prespect at this time of any improvement in the situation.

### Texture and Hardness

A recent issue of the Northern Hemlock & Hardwood Manufacturers' Association pamphlet gave an interesting table of the relative hardness of various hardwoods. The table states that airch is moderately hard, even-grained wood, and produces a very smooth surface; that yellow birch ranks between soft maple and hard maple, but it is not so difficult to work as hard



rais about 1,100 acres were acquired, and South Carolina 300 MEMBERS OF SENIOR CLASS OF NEW YORK STATE COLLEGE OF FORESTRY ON FIELD TRIP

maple, yet it is hard enough so as not to be easily dented when used for flooring and furniture.

Hardness is figured on the number of pound's required to imbed a steel ball .444" diameter, one half its diameter into the side of the wood.

The table follows:

Species					Cherry 66	14
Walnutbla	ck	 	 	900	Maple red 61	
Maple hare	1	 	 	882	Sycamore 60	);)
Beech		 	 	824	Maph—silver 59	32
Birch -yelle	w	 	 	795	Gum red 57	7
Mahogany .		 	 	762	Poplar—yellow 38	38
					42	

The same article gives a table on the modulus of rupture of different

Species																	
Maple-hard					 								 	 . 9	),(	)60	pounds per square inch
Birch					 									 . 8	١, (	30C	pounds per square inch
Beech	÷				 								 	 . 8	ξ,]	160	pounds per square inch
Oak-white			,											 , 5	, 1	LGC	pounds per square inch-
Cherry					 								 	 8	1,1	)30	pounds per square inch
Maple-red .	ì			ì	 					 ,			 	 7	1,8	390	pounds per square inch
Gum-red	i													6	i	650	pounds per square inch-

### Figures on Lumber Output

The lumber census for 1914 and 1915, which is now being compiled by the Forest Service, apparently has now covered somewhat more than half of the United States. The total cut of 1,251 large mills, thus far listed, is 21,179,356,000 feet for 1915. These same mills in 1914 cut 22,331,319,000 feet. This indicates a decrease of about five per cent in output, when 1915 is compared with 1914; but definite conclusions cannot be announced until the census has been completed.

## Building Operations for February

Building operations throughout the country, as reflected by the summaries of permits issued in the principal cities, made an altogether satisfactory showing for the month of February. The comparative statement with January is also gratifying. According to official figures received by The American Contractor, Chicago, the building permits granted during February in 76 of the largest cities of the country totaled \$53,219,098, as against \$44,280,506 for February last year, an increase of 20 per cent. In actual figures February exceeds January, the aggregate of which was \$51,697,497, although January's increase in percentage over January, 1915, was 35. The comparative gains are widely scattered and are not chargeable, as they are sometimes, to special activities in the larger cities. Of the 76 cities on the list just 54 show gains. In spite of the most active efforts being made in New York to radically readjust its construction policies, that city shows only a slight comparative loss as against February last year.

The combined showing for January and February is excellent, a total of \$103,086,065, as compared with \$81,512,340 for the first two months of 1915, an increase of 26 per cent.

## National Lumber Manufacturers' Association Boosting Posters

Hardwood Record has received a book of stationery boosters supplied by the National Lumber Manufacturers' Association, Chicago, for the purpose of spreading wide interest in the use of wood. The posters are most artistically gotten up in attractive colors representing five appeals, one based on timber, one appealing to the home builder, one to the factory builder on the basis of economy and stability in mill construction; another based on the excellent qualities of wood from the standpoint of fire hazard in sprinkled mill construction building; and still another is an appeal to the lumbermen to get behind the movement. The books are for sale by the National association for one dollar apiece.

E. A. Sterling, manager of the trade extension department of the association, says that while the association would prefer to make the distribution free, the money demands on the funds make it impossible at the present time. Mr. Sterling also says that it is hoped the association will have a million of these printed in the next issue and general use in the interest of wood as a whole will help to attain this end.

## To Americanize Russian Lumbering

The Russian timber trade is to be re-organized on American lines, according to advices received in this country, and is asking American lumbermen for information as to American methods of handling the various phases of the industry.

The Russian investigators were referred to the University of Wisconsin, which has established the first course in America for university extension work on "Lumber and Its Uses," by which lumber dealers, carpenters and other lumber users are educated in the scientific phases of the lumber industry, a course which has within the year been copied in a dozen other state universities. The grading rules of the Southern Pine Association, specifying grades of lumber, and various lumber specifications, were sent to the Russian inquirers, also as a type of American lumbering methods.

## Tanbark from Africa

During 1915 the Portuguese province of East Africa shipped 10,836 tons of tanbark to the United States. It was peeled from mangrove trees of the same species as those growing in southern Florida. Formerly most of the tanning material from Portuguese Africa was first shipped to Germany and was transshipped from there to this country; but war has changed the channels of commerce, and the tanbark last year was invoiced at the American consulate at Lourenco Marques direct to the United States, thus cutting out the former middle party.

## Hardwood News Notes

## ——≺ MISCELLANEOUS ≻=

At Williamsport, Pa., the National Crate Company has been incorporated. The Rhodes Lumber & Veneer Company, Morgan City, La., is out of business.

The National Piano Player Company, Oregon, Ill., has gone out of business.

The National Manufacturing Company, Rushville, Ind., has sustained a loss by fire.

The Ligonier Refrigerator Company has succeeded Banta & Bender, Ligonier, Ind.

The mill of the Rhymes Lumber Company recently burned out at Crystal Springs, Miss.

Edward A. Turnbull of the Grand Ledge Chair Company, Grand Ledge, Mich., died recently.

At Forest City, N. C., the Saluda Lumber Company has been incorporated with a \$50,000 capital.

The Clanton Saw Mill Company has been incorporated at Hamburg, Ark., with a capital of \$200,000.

The death of Robert H. Mardis, president of the Excel Furniture Company, Shelbyville, Ind., is reported.

At Aycock, Fla., the Aycock Wood Brick Veneer Company has been incorporated with a capital of \$500,000.

At Mobile, Ala., the Lindsey Lumber & Export Company has been incorporated, the capitalization being \$50,000.

An involuntary petition in bankruptcy has been filed by the Cape Fear Manufacturing Company, Greensboro, N.C.

The Northern Chair Company, Cadillac, Mich., has been incorporated, as has the J. Rayner Company at Eddyville, N. Y.

The H. E. Barkley Wagon Works, Grand Rapids, Mich., sustained a \$20,000 loss by fire recently, but will rebuild at once.

The partnership firm of August Cederstrand & Co., Minneapolis, Minn., has been dissolved, August Cederstrand continuing under same name, however.

The St. Meinrad Hardwood Lumber & Spoke Company has succeeded the Anderson Valley Lumber & Spoke Company at St. Meinrad, Ind.

J. Zilichoffki has retired from the Sixth City Sash & Door Company, Cleveland, O., A. Pickus continuing the business under the old name.

The style of the Sexsmith Gorman Lumber Company, Wausau, Wis., has been changed to the Fred L. Sexsmith Lumber Company.

The Massee Manufacturing Company has been incorporated at Macon, Ga., to manufacture handles, staves, etc. T. D. Massee, E. S. Fetner and A. B. Bates are those interested.

## -----≺ CHICAGO ≻-----

- E. J. Gilooley of the Foster-Latimer Company, Mellen, Wis., spent a few days in Chicago this week.
- D. J. Peterson, head of the D. J. Peterson Lumber Company, Toledo, O., made a short stay in the city, this week.
- O. T. Swan, secretary of the Northern Hemlock & Hardwood Manufacturers' Association, with offices at Oshkosh, Wis., spent Wednesday and Thursday of the present week in Chicago on business connected with the association.
- W. W. Brown, buyer for the Hamilton Manufacturing Company, Two Rivers, Wis., was in the city for a couple of days last week. Mr. Brown is keeping in touch with the hardwood situation from different angles.

Harry Stimson, of the Vanden-Boom-Stimson Lumber Company, Memphis, manufacturer and wholesaler of hardwoods, stopped in Chicago most of last week on a northern trip that will require four or five weeks to complete. Mr. Stimson went north from Chicago.

Sam Burkholder, head of the well-known S. Burkholder Lumber Company, Crawfordsville, Ind., was among the welcome visitors to the city a few days ago.

C. M. Sears of the Edward L. Davis Lumber Company, Louisville, Ky., was in Chicago for several days last week.

H. L. Hayward, manager of the hardwood department of the Long-Bell Lumber Company, passed through Chicago last week on his way to Kansas City from an eastern trip.

Thos. J. McDonald, the expert timber estimator, with offices in the East Tennessee Bank Building, Knoxville, Tenn., was in Chicago for a short stay, recently looking after his interests.

The report of the annual sales of hardwood issued March 11, has come from the office of Secretary Weller of the Hardwood Manufacturers' Association, Cincinnati, O., together with excerpts from a number of letters that Mr. Weller received commenting on the situation. All the way through these excerpts are extremely optimistic.

The Stearns Co-operator for March, published by the Stearns interests at Ludington, Mich., just received, has a good many sparkling features that make exceedingly pleasant reading.

Edward E. Skeele has withdrawn from the Skeele-Roedter Lumber Company, Fisher building.



The taking care of our product after manufacture under 100% perfect warehouse conditions. It gets to you right.

## Importers and Manufacturers

## Mahogany and Cabinet Woods-Sawed and Sliced

Quartered INDIANA White Oak, Red Oak, Figured Red Gum, American Walnut, Etc.

Rotary Cut Stock in Poplar and Gum for Cross Banding, Back Panels, Drawer Bottoms and Panels

## The Evansville Veneer Company

EVANSVILLE, INDIANA

## =≺ BUFFALO >====

The Buffalo Lumber Exchange has elected the following officers: President, M. M. Wick, an ending W. P. Betts, who declined reflection; vices president, Horace I. Troner, who was reflected, scretary and treasurer, John S. Tyler, who has long served in that capacity. As directors the following were chosen. W. P. Betts, H. T. Taylor, C. N. Perrin, M. M. Wall, John McLeod, A. J. Chestnut, R. F. Kreinheder, E. J. Sturm, B. H. Hurd, Bernard Brady and J. S. Tyler. The report of the secretary and treasurer showed the exchange to be in good financial position. The members all look forward to a successful year in the lumber trade.

Taylor & Crate are getting their logs together at their Mississippl mill and will be ready for sawing next month. They have a line stock of oak, gum and cypress, with some ash.

Elmer J. Sturm of Miller, Sturm & Miller has been on a business trip to New York and New England, taking in also the wholesalers' convention before returning home.

Andrew Brown, a former well-known member of the hardwood trade, died or March 11 at Shert H.A., N. J., and was buried in Forest Lawn conserve. Buffalo. He was in using a Toledo and Buffalo about twenty years ago, making a specialty of black walnut logs in both domestic and export trade.

Fred M. Sullivan has returned from a trip to the lumber mills in Michigan where he bought stocks of hemlock, brown ash and elm for the yard of f -Substant A (e.

The Standard Hardwood Lumber Company states that stocks are coming in very slowly from the South, which is having the effect of raising prices on southern woods to a high level.

The C.C.'s 1.9 larger company has moved its office to 728 Marine Bank building. Mr. Slaght is spending his time at present as a juror in Eric county, but expects to start up the company's mill at Genesce, Pa., next month.

The National Lumber Company finds the demand for hardwood flooring fair, though the bad weather has undoubtedly affected it adversely this menth. Prices on most flooring are advancing.

Davenport & Ridley have lately been getting in stocks of maple and cak. The former wood is stated to be the best mover among hardwoods,

M. M. Wall of the Buffalo Hardwood Lumber Company and Peter Mc-Nell of the McNell Lumber Company have been spending a few days at the mineral baths at Alden, this county.

alter a week, but expets to be out out.

His company's lumber operations in Pennsylvania are continued satisfactorily.

The Hugh McLean Lumber Company states that hardwood prices are

The Hugh McLean Lumber Company states that hardwood prices are holding strong, but that railroads are so much congested with freight that deliveries are very slow and unsatisfactory.

G. Elias & Bro, report the hardwood trade as spasmodic. Some woods are in strong demand, but embargoes are holding up shipments to a large extent.

Blakeslee, Perrin & Darling report maple as the leading wood at their yard this month. Western New York trade is dull, but a good demand comes from manufacturers in the East.

The Yeager Lumber Company states that most all lumber is stiffening up in price. Oak and maple are among the best sellers, while poplar shows some increase in activity.

## **=<** PITTSBURGH **>**=

The Satler Hamilton Lumber Company, which handles considerable hardwood, reports the market very quiet. There is no yard trade and in many cases manufacturers are holding off their orders.

in many cases manufacturers are holding off their orders.

The recent report of the United States Steel corporation shows an unprecedented amount of unfilled orders on hand. This makes it evident that the steel business all through the Pittsburgh district will be on the jump this year.

C. E. Breitweiser & Co. are doing a fairly satisfactory business and are going after the manufacturing trade hard this spring. Frank Smith of this firm was down East this week looking after hardwood business with big manufacturers.

The Frampton-Foster Lumber Company reports business good and says that February was the biggest month it ever had in orders, shipments and actual profits. White oak sales have been very satisfactory of late.

The Henderson Lumber Company, which makes a specialty of mining stocks, reports that prices are holding firm in most cases and on highgrade hardwood they are going up.

The Aberdeen Lumber Company reports a decided shortage of gum and cottonwood at the consumers' end of the market, owing to the floods and car shortage and the embargoes. President Woolett believes that prices will continue high all the spring.

The Monongahela Lumber Company has added to its force of salesmen A. C. MacCumbe, a former salesman of the West Virginia Lumber Company. It finds business very good, especially with the manufacturing trades.

The Pittsburgh Wholesale Lumber Dealers' Association, at its weekly luncheon at the Duquesne Club, elected the following officers for the

No inquiry
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No order too large for us to handle

SECTION OF LOG CRIB AT MILLS, LONG ISLAND CITY, SHGWING MAHOGANY LOGS OF CHOICE QUALITY WAITING TO BE MANUFACTURED INTO LUMBER AND VENEER

## **HUDDLESTON-MARSH MAHOGANY COMPANY**

## Importers and Manufacturers of Mahogany Lumber and Veneers

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ensuing year: President, J. B. Montgomery of the American Lumber & Manufacturing Company; vice-president, C. V. McCreight of the Ricks-McCreight Lumber Company; secretary and treasurer (reëlected) J. G. Criste of the Interior Lumber Company; directors, Fred R. Babcock, Babcock Lumber Company; J. P. Garling, Garling & Splane; J. C. Donges, J. C. Donges Lumber Company; Edward S. Bunn, Allegheny Lumber Company, and A. Rex Flinn, Duquesne Lumber Company. The association now has twenty-eight firms as active members.

## ===< BOSTON ≻=

The Fore River Ship & Engine Company of Quincy, Mass., is erecting a new wood shop,  $800 \times 100$  feet. This concern is now entering a period of great activity. It is reported to be investigating certain substitutes for teak and other foreign woods, contemplating the use of domestic lumber instead.

Much interest is shown among the local wholesalers in the Interstate Commerce decision on docket 5518, information to be shown on freight bills. It is generally conceded that the policy of the commission is clearly evidenced, to protect all patrons of the carriers from loss of business through any act or document of the carrier. No change of relation is expected to be created by the employment of transportation services, although in the last paragraph of the supplementary report Commissioner Harlan seems to read into the present status of the matter the question of applying this ruling to reconsign shipments only, and also the question of "ultimate consignee" whether he be the freight payer or merely the consignee named when re-consigning. Future practices and evidences will no doubt affect the commission's more definite limitation of disclosures.

The trade is also watching the proposed legislation embodied in Senate Bill 145 now before the Massachusetts legislature, whereby the surveyor general of this state shall be a salaried officer with office, appointments, etc., paid by the state. Heretofore this department has been run on a percentage of the fees received by the deputies and there is more or less speculation as to the effect on a statutory survey of local origin by the several association inspections which are so largely insisted on by many shippers into this state.

The L. H. Schmunk Lumber Company has commenced business at Springfield, Mass., capital being reported \$60,000. L. H. Schmunk is president and treasurer of the new company.

The Ellingwood Novelty Company of Buckfield, Me., has been incorporated to manufacture wooden novelties of all kinds; capitalized at \$50,000.

The Berlin Veneer Company of Portland, Me., is organizing with capital of \$10,000.

The Northern Veneer Company of Caribou, Me., has filed petition in bankruptcy, scheduling liabilities of \$50,938 and assets of \$35,427.

Word has been received of the death of W. A. Sherburne, a large dealer in local lumber. He is widely known, having had his Boston office for years at 70 Kilby street, between which and his office at Rochester, N. H., he divided his time until about a year ago, when advancing age brought on disease compelling him to remain in his home at Rochester, where he died. He kept in touch with business till the last and as a representative of the older generation of sturdy New Hampshire lumbermen, he will be greatly missed.

## ====≺ BALTIMORE ≻=

The statement of building operations for February shows a big gain over the previous month, although the larger part of this gain is attributed to the permit for the twenty-story office building of the Consolidated Gas, Electric Light and Power Company. The esitmated value of this structure is not less than \$800,000, but unofficial valuations place it at upwards of \$1,000,000. The total for new buildings for February, estimated value, is \$1,402,568, to which may be put \$56,055 on account of additions and \$168,600 for alterations, a grand total of \$1,627,223, against not more than about \$413,000 for January, 1916, and about \$600,000 for February of last year. Even without the exceptional addition of \$800,000, the February total for last month would be as large as the showing a year ago, so that the general result is of a character to cause much satisfaction.

Richard P. Baer of Richard P. Baer & Co. is on a trip to the firm's sawmill at Mobile, and is making a general study of hardwood conditions in the South, especially the exports by way of Gulf ports.

Mr. Bledsoe of the R. E. Wood Lumber Company was at the office of the company for a few days last week, but lost no time in returning to North Carolina, it being considered very important now for someone to be constantly on hand at the point of production in order that the output may be as large as possible, the lumber being needed to take care of orders.

The Johnston Line steamer Quernmore, in from Liverpool ten days ago, brought eleven mahogany logs for the Williamson Veneer Company of Highlandtown.

A large delegation of Baltimoreans attended the annual meeting of the National Wholesale Lumber Dealers' Association in Philadelphia last week.

## ---≺ COLUMBUS >-

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The Cleveland Sash & Door Company, Cleveland, O., has been incor-The transfer of the second term of the second doors. The Month of the second term of the at St. Hera.

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"LOG ROSSER" This ROSSER is designed for use on any and all saw, help and handle mills, to be used of mills of a right logs. It ents a path, the dight of burn, one-half inch with while log is moving foward saw, this removing all grit and obstacles, injurious positions are from the saw line, without any loss of time.

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NOTICE this ROSSER will perfectly clear your logs, just when and where it is too be, will do the work of exertal men, will reduce the filing room cost, will save the saw and also enable the cutting of a better grade of lumber.

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Hardwood Manufacturers and Jobbers

OHIO VENEER COMPANY Manufacturers & Importers FOREIGN VENEERS 2624-34 COLERAIN AVENUE

C. CRANE & COMPANY

Manufacturers of Hardwood Lumber, Oak & Poplar especially Our location makes pensible quick delivery of anything in timbers and hardwood lumber

R. W. H. S. & C. C. W. M. A. S. L. Lie Computer reports a good demand for hardwoods both with factories and retailers. Prices are firm and the and to ray the Steelets up coming out fairly well when the car shortage is taken into onsideration. Retailers' stocks are not In the the transfer of

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Lumber rates through Ohlo, one of the sensitive points in the transportation world, are to be given an airing before the Ohio Public Utilities Commission. On the complaint of the Theo. Kundtz Company that the prevailing rates are all out of harmony, the commission has taken jurisdiction and set the complaints down for hearing May 2. The Kuntz concern is a heavy shipper of the lumber and pays out a large sum each year for freight. The complaints relate to the charges of all lines reaching Cleveland and a long list of overcharges are set out in the bill of complaints. The early indications are that the hearing may prove of great importance, and preparations are being made for a hard fight on each side. The outcome will be awaited with interest by lumbermen not only throughout Ohio but interstate shippers in the Middle West.

Lumbermen in this section are expecting some big business in the near future from the Baltimore & Ohlo Southwestern railroad. Plans and appropriations for the relaying of one hundred miles of track in the vicinity of Cincinnati have been approved by the directors. The improvement will extend from this city sixty miles westward and forty miles eastward. It was announced also that that main line between Cozadale and Hills station, a distance of two miles, will be double tracked. This work will necessitate some big orders for tie timber in this district.

The International Implement Company, a heavy lumber consumer, was Incorporated at Owensboro, Ky., last week for \$121,000, by J. R. Pile, Edward W. Smith, M. F. Bransford and Floyd J. Laswell,

The Celina Implement Company, Celina, O., was recently incorporated for \$10,000 by Job and A. M. Mendenhall, F. C. Tinnerman, Herman Cron and A. E. Querininjen. The concern will consume considerable hardwood.

The Laing Paper and Woodenwer Company was incorporated in Cinchmati last week for \$10,000 by August A. Laing, Lawrence C. Plagman, A. A. Lamg, John E. Fitzpatrick and J. F. Goeglegan,

It was announced here last week that trackage of the Oncida & Western railroad will be practically doubled when extensions now under way are completed. The line enters rich timber, coal and oil fields of Tennessee and connects with the Oueen & Crescent at Oneida, Tenn. When completed, the improvement will greatly expedite the movement of Tennessee hardwoods and yellow pine from the mills to the market centers.

Weaver Hass, formerly of Cincinnati, now vice-president and general manager of the Issaquena Lumber Company, at Issaquena, Miss., was in Cincinnati recently on a visit of several days. Mr. Haas also is vicepresident of the W. E. Heyser Lumber Company and secretary of the McFall-Heyser Lumber Company, both of Cincinnati.

Building operations in Cincinnati last month showed a gain of \$96,475 compared with February, 1915. The increase in the number of permits to build was 145. This involves all kinds of construction and remodeling work. The total for February was \$596,120, which was covered by 1,128 permits. Uncertain weather conditions have rather hampered early building here, which was expected to show a greater gain, although lumbermen express satisfaction with the manner in which the business is picking up and predict that the real spring season will easily reach the expected high water mark.

The Buckeye Wheel Company at Gallon decreased its capital stock from \$150,000 to \$10,000 and the East Cleveland Lumber Company increased from \$25,000 to \$50,000.

## ------≺ CLEVELAND >------

C. H. Foote of the C. H. Foote Lumber Company, writing from Boston, reports good business in the East in hardwoods.

George N. Comfort has returned from a tour of southern mills. He says there is a good movement of all hardwoods in the South, showing that demand is keeping up to normal. Trade prospects for the Cleveland district are particularly bright.

F. T. Peitch of the F. T. Peitch Company reports an unusually good run of business, despite backward weather conditions. Birch is being used extensively in this district and a lot of interior finishing is being done at this time. Prices on all hardwoods are about the same as a couple of weeks ago. He says the tendency is upward on quotations on account of the car shortage and the consequent slow receipts. Although building operations have been held back on account of the cold weather, activities in this direction are better than a year ago. Mr. Peltch has just returned from an extensive business trip that took him through Mississippl and Louisiana.

Excellent conditions for the season are experienced by the Martin-Barriss Company, and, according to W. B. Martin, prices are beginning to advance. These price changes affect plain and quartered oak and mahogany particularly.

At the Lake Shore Saw Mill and Lumber Company hardwood squares,

maple and birch, are being taken in preference to other materials at the moment. According to C. A. Krauss, higher prices are being asked for oak timber, oak squares, maple and birch. Although the season has been slow in starting, Mr. Krauss believes all hardwood dealers and manufacturers will be snowed under with business and that building will be very active this season.

Possibility of this city leading all others in war orders is seen in the statement of A. C. Reinecke, war order broker. Of particular interest to hardwood men is the fact that Mr. Reinecke is negotiating with the Russian government for the establishment in Cleveland of a rifle factory. If this plan goes through, it is estimated 15,000 employes will be working in the plant to produce nothing but rifles, and the use of the hardwood for stocks will be a significant move for the hardwood industry here. This plant would require about 100 acres, and according to Mr. Reinecke, 2,000,000 rifles would be turned out. The negotiations will not reach a definite stage for another month.

## 

Building permits amounting to nearly \$80,000, divided among residence, business and factory structures, were taken out during the past week. Building continues unusually strong and it is believed 1916 will be in advance of last year.

Charles I. Barnes, president of the Toledo Lumber & Mill Work Company, died recently at his home in Toledo of heart trouble. He had been confined to his bed for several weeks after being stricken in his office. He was one of the best-known and leading lumber dealers in Toledo and the trade suffers a heavy loss in his death. He left a widow and one son.

The Heller-Allen windmill factory at Napoleon, O., recently advanced the wages of its employes 25 cents a day. The minimum wages will be \$2 per day in the future. The factory is enjoying a nice business.

The Toledo Lumbermen's Club had an interesting meeting March 17 at the Commerce Club. Dinner was followed by an entertainment, the features of which were an address by Douglass Mallock and a talk by William Ryan of the West Toledo Lumber Company.

The Skinner Bending Company reports business continuing good, with a tendency to higher prices.

## =≺ INDIANAPOLIS **>**=====

Lumber and furniture manufacturers throughout Indiana are complaining of car shortage, which in many of the larger cities is reported to be very serious. Although no relief is in sight the demand for cars is said to be increasing rapidly. Some of the big lumber shippers in the state have joined forces with grain dealers and manufacturing companies in making strong protests to the Indiana Public Service Commission. These protests also have been carried to the Interstate Commerce Commission, which has referred the complaints to the American Railway Association.

Robert Mardis, thirty-four years old, manager and principal owner of the Excel Furniture Manufacturing Company of Shelbyville, Ind., died last week, following an operation on the brain. He is survived by a widow and three sons.

The Burnet-Lewis Lumber Company of Indianapolis has dissolved.

The Goss Manufacturing Company of Martinsville, Ind., has been incorporated with a capital stock of \$6,000 to deal in lumber for manufacturing purposes. The directors are Sherman Goss, William S. Robinson, and Roy E. Tilford.

The South Bend Mill and Lumber Company of South Bend., Ind., has dissolved.

The Lafayette Lumber and Manufacturing Company of Lafayette, Ind., has reduced the amount of its capital stock from \$50,000 to \$25,000.

## ! EVANSVILLE **>**=

Charles W. Talge, president of the Evansville Veneer Company, says that probably he will remain here until after the new factory has been built and is in operation. As stated in the last issue of Hardwood Record, work on the new factory has started. The bad weather early in the month caused a slight delay, but with good weather prevailing the work will be rushed. Business continues good and in spite of the recent fire all orders are being filled promptly.

The August Wieman Parlor Frame Manufacturing Company at Lawrenceburg, Ind., has filed a voluntary petition asking that a receiver be appointed. Thomas S. Cravens was named as receiver. The causes given for the receivership are losses sustained by the company in the floods of 1913.

To protest against the allowance of claims of southern lumber companies for cheaper through rates on lumber than on local combinations at Ohio river crossings, Secretary Craig of the Chamber of Commerce at Paducah, Ky., went to Memphis on Saturday, March 18, to attend the Interstate Commerce Commission hearing on freight rates.

J. C. Greer of the J. C. Greer Lumber Company reports business picking up. Its stave mills in Tennessee are being operated on full time. The demand for tobacco staves is especially good.

The Gibson Log and Lumber Company with a capital stock of \$10,000 has filed articles of incorporation with the secretary of state at Indianapolis and with the county recorder in Evansville. The directors are

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Perkins Vegetable Veneer Glue

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## Band Sawn Lumber Piled on Our Dermott Yard

PLAIN RED OAK	HICKORY
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The above stock	BONE DRY and

The above stock BONE DRY and ready for immediate shipment Your Inquiries Solicited

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## Williams Lumber Co.

(MANUFACTURERS)

## WHOLESALE HARDWOOD LUMBER

Band Mill Planing Mill Dry Kiln Fayetteville, Tenn.

We manufacture PLAIN and QUAR-TERED OAK, ASH, CHESTNUT and other HARDWOODS

Our Specialty is Quartered White Oak

We Manufacture Dimension Stock—Hickory a Specialty Mr. C. I, took Galson at R. D. Menac'. The company will buy post to recover tantorlands of tool than for livesticest parposes.

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The J. M. Kr. S. Lumber 2. The Winder Section In Justiness at Winder Ind., for the part is the second covered. Mr. Kriss in the conservant of 40 hands of 41 kends, a member of the company, while continue the bands of deep the range of the O. H. Keller I major and local temporary. Mr. K. r. old 1. materist the North Judson Lumber Company at North Judson, Ind., to Mr. Kriss.

D. B. Micharch of the D. E. Micharch Lumier Company reports trade conditions in the South are 12 ug.

A G. McLockhin buyer for Greatwood & Hinton, hardwood lumber transfer to has to be elected a magner of the Lyansville Lumbermen's Club.

I S Office of the Evansario Sch & Door Company reports the local trade with the sash and door dealers much better than it was this time last year. The out of town trade has been pleking up a great deal, too.

During the past two weeks the river mills have been getting a good many logs from along Green and Barren rivers in western Kentucky.

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Among the larger mills in this section which have resumed operations since the overflow of the Mississippi and its tributaries is the Lamb-Fish Lumber Company at Charleston, Miss. This firm started its machinery the middle of the past week and is now turning our approximately 125,000 feet of lumber per day. It is bringing out timber as fast as conditions will permit and, as soon as it has secured a sufficient supply to justify it, it proposes to run both night and day. Some of the other mills outside of Memphis have started up their machinery again and indications are that production will steadily increase if the weather does not become so unfavorable as to greatly restrict the amount of timber obtainable.

The foreman of the box factory of the Anderson-Tully Company at Vicksburg has left Memphis. When the plant of the firm at that point was forced to close down on account of high water he came to Memphis and operated the local box plant at night to take care of orders properly belonging to the Vicksburg office. He has, however, started the plant at the latter point and this is running both night and day. The sawmill of the Anderson-Tully Company at Vicksburg has also resumed, as has the sawmill of the same firm at Memphis. The sawmill and box factory of Moore & McFerren in North Memphis have also resumed and are now working as fast as the supply of raw material will permit. Some of the other box manufacturing companies in this part of the country have also been able to start up their machinery again. Box business has been extremely active throughout this section since early last summer, and there are enough orders in sight now to enable the box manufacturers to keep their machinery going at full capacity for quite a while.

M. B. Cooper, sales manager of the Three States Lumber Company, with headquarters at Memphis, is authority for the statement that the sawmill of this firm, which was recently destroyed by fire at Burdette, Ark., will be rebuilt as quickly as possible. The burned mill was a double band one and of very large capacity. It is stated that the new mill will be of even larger capacity and also more modern as to equipment. It will require some time for the replacing of this structure. The cause of the fire has not been given nor has an estimate of the loss been made.

James R. Blair, who has recently been associated with R. J. Darnell, Inc., at Leland, Miss., has accepted a position with Geo. C. Brown & Co. This firm has its offices in Memphis and its mill at Proctor, Ark. Mr. Blair is one of the best known of the younger lumbermen in this section, and Geo. C. Brown & Co. consider themselves fortunate in having been able to secure his services. Mr. Blair came from Providence, R. I., to take charge of the Crittenden Lumber Company at Earle, Ark. He held that position for about five years when he went with R. J. Darnell, Inc.

Unusual developments are taking place just across the river from Memphis. A townsite has been laid out for "West Memphis." Wm. L. Johnson, Memphis, and G. T. Kendal, Grand Rapids, Mich., have laid off 1,250 acres of land into town sites, and the Earle Cooperage Company has completed a \$60,000 plant, a double knife stave mill, and a modern saw-mill. This firm recently secured about 10,000 acres of timberlands in Crittenden county and it will give employment by April 1 to approximately 175 men. It is estimated that \$150,000 has been spent in building up this new town, and R. E. Montgomery of the Lee Lumber Company has the contract for a twenty-room hotel and a number of stores and residences. West Memphis has been coming into increased prominence ever since the decision of the Rock Island to build a new bridge across the river here. The town is located within a short distance from the big freight yards and shops of the Rock Island at Hurlburt, Ark., and there are other large industries seeking location in that vicinity.

The Standard Lumber Company has been organized at Pine Bluff, Ark., with a capital stock of \$100,000 and with the following officers and stock-holders: President, R. Carnahan; vice president, W. C. Hudson; and

secretary-treasurer, E. H. Ellsberry. A short time ago Mr. Carnahan purchased the sawmill and other holdings of J. W. Sanders at a foreclosure sale which was made to satisfy a claim held by the Bank of Pine Bluff and the new company has been formed for the purpose of operating this mill and developing the timberlands in question. Mr. Carnahan is a prominent capitalist and lumberman of Pine Bluff, while Mr. Ellsberry, who will have charge of operations as general manager, was manager of the mill and other properties of Mr. Sanders.

C. T. Whitman, president of the Whitman Lumber Company, Earle, Ark., has recently doubled the capacity of his plant by the completion of a new mill with a capacity of 75,000 feet per day. Mr. Whitman is president of the National City bank at Memphis and is quite prominent in business and lumber circles here as well as at Earle.

The Crittenden Railway Company at Earle, Ark., which is closely allied with the Crittenden Lumber Company at that point, is preparing to extend its lines. This is the direct result of the acquisition by it several months ago of about 6,000 acres of virgin timberlands near Black Fish Lake. The Crittenden Railway Company operates a line from Earle on the St. Louis, Iron Mountain & Southern to Heth on the Rock Island and is playing an important part in the development of the timber resources of the section through which it runs.

The property of the H. D. Williams Cooperage Company, Leslie, Ark., has been sold to the Mississippi Valley Trust Company of St. Louis, under foreclosure proceedings. The trust company secured a judgment against the cooperage company last October on a note for \$62,500. The H. D. Williams Cooperage Company was one of the largest firms engaged in this particular line but it lost its plant at Leslie and at other locations several times. These fires are given as one of the principal causes of the financial difficulties in which the company has recently found itself.

Machinery is being installed at the plant of the Geo. O. Friedel Lumber & Manufacturing Company which will be used by the DeSoto Hardwood Flooring Company for the manufacture of flooring at the rate of 15,000 feet per day. Plans to this end were made some time ago and just as soon as the machinery has been installed it will be placed in operation, probably within the next few days. J. W. McClure of the Bellgrade Lumber Company is president of this firm; R. A. Taylor is vice-president and Geo. O. Friedel is secretary-treasurer.

James E. Stark & Co. have purchased the sawmill of the Price-Huhl Lumber Company at Dyersburg, Tenn., the sale having been made to wind up a partnership. The price is understood to have been between \$5,000 and \$10,000. The new owners are already overhauling the plant and it will be placed in operation in the next few weeks. It will be used exclusively for the manufacture of hardwood lumber. C. E. Somers of Memphis will be in charge of operations. James E. Stark & Co. have operated a wholesale business in hardwood lumber for a number of years while James E. Stark, head of this firm, is also president of the Memphis Veneer & Lumber Company which is manufacturing hardwood lumber as well as mahogany veneers at Memphis and elsewhere in this territory.

## ==∹ LOUISVILLE >=

The lumber industry in Kentucky should profit by some of the legislation enacted by the General Assembly that has recently adjourned. The workmen's compensation law should save employers of mill labor many damage suits. It is practically compulsory for all lumbermen and others who employ more than five men, as employers who refuse to come under its provisions are deprived of the common law defenses in case of damage suits. The new Huffaker fire insurance law appears to be satisfactory both to insurer and insured. It succeeds the Greene-Glenn law, which drove 106 fire insurance companies out of the state until it was suspended two years ago. This action might have proven serious for lumber interests, but the suspension of the Greene-Glenn law saved the situation Lumbermen probably would have profited by the enactment of the Finn bill to extend the powers of the State Railroad Commission to permit it to make joint rates. The common carriers made a fight on this bill, though, and it was defeated.

The Paducah, Ky., Board of Trade has been represented at the Southern Hardwood Traffic Association's hearing in Memphis by President Wells, Secretary Craig and Paducah lumbermen. J. V. Norman, a Louisville commerce attorney, appeared for the hardwood association.

The capacity of the plant of the Jefferson Woodworking Company, which manufactures table slides, table rims and table legs in Louisville, is to be doubled. It has purchased the plant of the Pioneer Pole & Shaft Company and will enlarge this plant as an addition to its plant. It is expending \$100,000 in the improvement. The Jefferson Woodworking Company uses \$3,000,000 feet of lumber annually in manufacturing table slides alone.

A movement is on foot in Louisville to create a \$1,000,000 factory fund. Several local corporations have already agreed to make annual appropriations for five years for that purpose, some of them as much as \$5,000 a year. The Louisville Board of Trade and the Louisville Real Estate Board are taking steps to get behind the movement.

There is something like a boom on in the coal and timber regions of eastern Kentucky, where five railroads are making extensions opening up that region. Among these are the Louisville & Nashville, Baltimore & Ohio, Chesapeake & Ohio, Carolina, Clinchfield & Ohio, and Norfolk & Western. Flood conditions in the South have helped much to boost the activities of the lumber and stave industry in eastern Kentucky.

## Low Prices

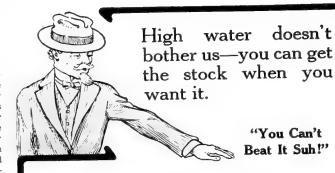
## **Cutting Value**

You, Mr. Buyer, Know the Verdict

Our Stock Proves Its Worth by Its Cutting Value

See our list of dry lumber in "Hardwoods For Sale" Department, pages 48-49, and ask for prices.

Liberty Hardwood Lumber Co. MAKERS OF GOOD LUMBER Big Creek, Tex.



## KENTUCKY O

like the Kentucky thoroughbred, was selected by Providence to represent perfection.

A most satisfying uniformity in color, beauty of figure and texture characterize this stock.

To use any of the following items will make you want more:

- 4 cars 4/4 S. Wormy Oak
- 5 cars 1x6-16 Oak Fencing
- 25 cars 4/4 No. 1 Com. Pl. Red Oak 4 cars 4/4 No. 1 Com. Pl. White Oak
- 3 cars 5/4 No. 1 Com. & Bet. Pl. Red Oak
- 2 cars 4/4 1st & 2d Qtd. White
- 2 cars 4/4 No. 1 Com. Qtd. White
- 3 cars 4/4 No. 3 Com. Poplar.
- 3 cars 4/4 No. 2 A Com. Poplar 3 cars 4/4 No. 1 Com. Poplar
- 1 car 4/4 Stained Sap Poplar 1 car 4/4x11 in. and up Agricul-tural Poplar
- 10 cars 4/4 No. 2 Com. & Bet. Sound Wormy Chestnut
- 10 cars 4/4 No. 1 Com. & Bet. Chestnut

E. R. Spotswood & Son

## THE WILLIAMSON VENEER

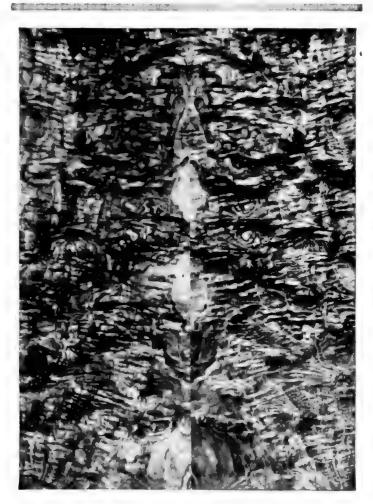
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BALTIMORE MARYLAND



American Walnut, Mahogany, Qtd. Oak,

@ Cabinet Veneers of All Kinds



## Made in St. Louis

Photograph of American Walnut Rotary Cut Panel produced in our Veneer Plant. We also manufacture built-up stock of every description used in furniture and fixtures in any thickness, consisting of nicely figured Quartered Gum and Oak, Mahogany, Plain Oak, Yellow Pine, Red Gum, Birch, Ash, Elm, Sycamore, Soft Maple, Plain Gum and Cottonwood

For particulars, please write

St. Louis Basket & Box Company

ENTABLISHED IN 1880

ST. LOUIS, MO.

ST. LOUIS, MO.

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Lit of fits that the life fate Commission proposes to a tabled atween points in the Seart and Padmah, Ky, are alleged to e cert e tety a three ribre computes which have filed suit in the to be released in Louisville to be true the commission from putting them to St. Long the complement of the Cheege, Rock Island & Paellie, to St. Long the Mountain, Science in and the St. Lonis & Southern rule of companies. The most test in was secured on petition of the Freinant, Bound of Trade with the companies in favor of its that talle 11

## ===== ≺ ST. LOUIS >=

The building commissioner accommed last week that there was a record made for tunding permits issued the first part of the month. There were more permits issued and for larger amounts than for any period since the year 1903 Permits for buildings estinated to cost \$816,345 were taken out. Many large buildings were included in the list.

The Funck Lumber Company has recently purchased three acres of land in the western section of the cit's where a planing mill will be erected to cut locards and timber for sectional residences. It hopes to supply the French government with part of the portable houses for which specifications were sent out several months ago. It is said the first order will be for 4 0000 houses

An involuntary petition in bonscriptcy was filed recently in the United States district court against the C. D. Borrowman Lumber Company. petitioners are the Fisher Lumber Company, whose claim is \$1,483; the Union Electric Light and Power Co., 86 40; and R. L. McDonnell, an open account for \$451.97. Mr. Borrowman, president of the company, has been confined to his house for a month as the result of an accident. that customers owing him about \$30 000 had gone bankrupt and as a result he is without money to pay his bills.

## =≺ ARKANSAS **>**=

The lumbermen's troubles center count the car shortage at present as the situation has steadily grown worse. All mills are finding it necessary to run their shipping departments on part time, the greatest hardships coming upon shippers of dressed stock which cannot travel in stock or coal cars. Prices and demand are holding strong, and the outlook is distinctly bright except in the matter of rolling stock.

The Moline Lumber Company of Malvern, Ark., is inaugurating experiments in agriculture at its mill site. Several acres of hill soil have been prepared and tests will be made of the productivity of the soil for various forage crops. This is the third mill in this locality to recognize the importance of testing out the agricultural possibilities of its lands, with a view to future disposal after the timber is gone.

The Arkansas Land & Lumber Company, Malvern, Ark., is clearing land for a stave mill near the yellow pine sawmill. Having a vast quantity of excellent white onk in mixture with their pine, these people have decided to manufacture stave rather than sell bolts to other stave mills. At first a single saw mill will be installed, but the building will be designed with provision for large expansion in stave and heading capacity. Stave buying in this vicinity continues strong, although the withdrawal of the above mentioned firm from the offering market has reduced the weekly shipments by several cars.

Considerable activity is being experienced among the hardwood lumber manufacturers in Arkansas at present. From Crittenden county come many reports of vigorous business activity and increased operations. Most of the lumber manufacturing plants of that country are now running on full time schedules and many are operating on both day and night shifts. Their orders are also reported as plentiful. The Arkmo Lumber Company of Earle is running at full speed and is enjoying a good demand for its output. The same is also true of the Earle Cooperage Company which has recently established a branch plant at Hulbert, and now has two sawmills going at full blast.

The Columbia Hardwood Company of Chicago recently purchased the property and timber holdings of the Pemiscott Lumber Company around Pinckney for \$65,000 and is adding improvements. It expects to start up in a few days.

George C. Brown & Co., Proctor, Ark., manufacturers of St. Francis Basin hardwoods are running with night and day forces of 150 men, and are turning out about 150,000 feet in each twenty-four hours. H. B. Weiss, manager, is clearing this company's cut over timberlands with a view to farming a large portion this year.

G. W. Sims of Neuhardt, Ark., is cutting 35,000 feet of hardwood timber daily, and has started a new town on the Marianna Cut-off of the Iron Mountain, known as Kanema.

It is estimated that since January 1 more than \$1,000,000 worth of lands have been sold in Crittenden county. Russell E. Gardner of St. Louis sold-8,000 acres of timberlands to the Lansing Wheelbarrow Company of Lansing, Mich., and Parkin, Ark., for \$300,000. The Crittenden Railway Company has purchased 6,000 acres of fine timberlands about Blackfish Lake for \$300,000, and will extend its line there for the purpose of getting out the timber and manufacturing it.

The Chess & Wymond Company of Louisville has recently shipped several carloads of stave bolts from O'Neal to Batesville, Melburne and other points where its stave mills are located to be manufactured.

A new sawmill has been erected at Batesville, Ark., and will be operated by the Batesville Excelsior Company. The new plant has a daily capacity of 40,000 feet, and will employ a large force of men.

Charles T. Abeles & Co., Little Rock, are erecting a shingle mill at Dooley's Ferry, on the Red river, south of Hope, Ark., and will soon have the same ready for operation.

The Melburne Stave Company is the name of the new concern recently organized at Melburne for the purpose of manufacturing staves. Considerable machinery has already been installed in the new plant and the company has commenced the work of cutting two milion staves from timber available near that place. J. W. Williamson of Batesville, Judge J. B. Baker of Melburne and F. L. Saffell of Guion are the owners of the company.

The C. F. Leibke Hardwood Mill and Lumber Company of St. Louis will establish two hardwood mills within the next two weeks along the Altheimer branch of the Cotton Belt Railroad, according to the southern manager for the company. The mills will be located at Tucker and Secrest. Each mill will have a capacity of 50,000 feet per day. The company has recently bought several thousand acres of fine hardwood timber in the vicinities of the two places where the mills are to be located.

On March 15 about 50,000 or 60,000 staves belonging to C. D. Gibbs were destroyed by fire at Caddo Gap, Ark. The fire did little damage to the plant. The staves were insured for \$2,000.

## <del>----</del>≺ MILWAUKEE >=

The J. H. O'Melia Lumber Company of Rhinelander, Wis., has been incorporated with a capital stock of \$25,000 by J. H. O'Melia, W. Schumann and M. Y. O'Melia.

The Crown Brush Company has been incorporated at Milwaukee with a capital stock of \$20,000 by Hans DeTroy, Frank Meller and B. H. Osborn.

Leenhouts & Guthrie, Milwaukee, architects, are completing plans for the erection of a new chair manufacturing plant at the Milwaukee county house of correction. The plant will cost \$75,000 and will be equipped in the most modern manner.

Charles Dikeman, well-known lumberman and timber land owner of Kewaunee county, died at his home in Kewaunee, Wis., on March 9 at the age of eighty-three years. He had been a resident of the county since 1866. Mr. Dikeman is survived by his widow and one daughter.

Hearings on the Tittemore complaint, which seeks to bring about a readjustment of existing freight rates in Wisconsin, will be held soon before both the Interstate Commerce and the State Railroad commissions. hearing before the interstate body will be held in Oshkosh, April 4, while the hearing before the state body will open at Madison on March 27. flict between the two is expected, as it is said that the Madison hearing will last a week or more.

The Kenfield-Lamoreaux Company of Washburn, Wis., has installed a new \$1,200 nailing machine and other equipment in its plant which is now operated on a day and night shift. The company is meeting with a brisk demand for boxes and crates.

A conference of all members of the Wisconsin forestry force was held at Trout Lake, Wis., last week when Commissioner F. B. Moody outlined plans for the coming season and issued a call for every man in the Forestry Service to prepare for a campaign against forest fires during the year. Prevention of forest fires and all subjects in connection with forestry and forest fire conditions were discussed in a series of nineteen papers, which were followed by expressions of the views of experienced men in the service. Wisconsin has had no destructive forest fires since 1911.

That grain alcohol, manufactured from wood waste, may be used as substitute for gasoline as a result of the soaring price of the latter, is predicted by Howard F. Weiss, director of the Forest Products Laboratory at Madison, Wis., who has completed three years of experimenting on the proposition and has attained some startling results. From one ton of sawdust the laboratory produced twenty-five gallons of 95 per cent alcohol at a cost of from 13 to 15 cents per gallon. Gasoline is now selling at around 30 cents per gallon.

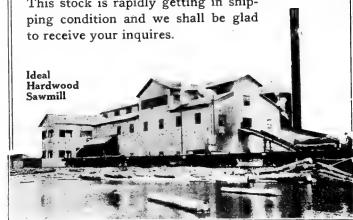
Advices to the offices of the Northern Hemlock and Hardwood Manufacturers' Association at Oshkosh indicate that prices of hemlock bark are advancing rapidly. Prices of late have risen to \$11 and \$12 per cord and there is talk of sales in the neighborhood of \$13 for immediate delivery.

It is reported that the condition of C. R. Smith, millionaire lumberman of Menasha, Wis., head of the Menasha Woodenware Company and the Southern Oregon Company, is much improved. Mr. Smith was taken ill at Spokane, Ore., while en route from Menasha to Marshfield, Ore. He is the owner of extensive timberlands on the Pacific coast.



# Miller Lumber Company St. Francis Basin RED GUM We are putting in pile 50,000 to 60,000 feet of Hardwoods every day and will have a well assorted stock in shipping condition February 1. Send us your inquiries. MARIANNA, ARKANSAS





Are putting in pile every month two and one-half million feet of choicest Northern Michigan Hardwoods

Stack Lumber Company Masonville, Michigan

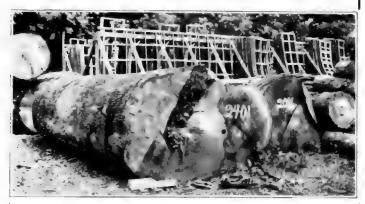
Specializing in Heavy Ash, Oak, Hickory and Thin Oak and Gum

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WHOLESALE Manufacturers and Exporters

Wire Orders Loaded Same Day Received

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Hardwood Lumber, Rotary Cut Veneers, Rotary Cut Gum Faces, Cross Banding and Cores.

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Worldhas lean started in Manager on the erection of a series of unique home. It is sid that Milwa see was be the starting point for a building where that was ultimately to the entire country Richard Company Milwanker in charge of the project here, while cooperating are the Rudchiffe M to be turing Company, such and door and interior finish concern of West Allis, and the Landeck Lumber Company of Milwauker. The Rob liffe cone in 1 furnishing the interior finish and the such and doors, while the Landed concern is supplying the rough lumber for the framework, etc. Contrary to earlier reports, these houses will not be of concrete construction, but will be of stucco exterior with wooden frames. Beauty by means of line rather than ornament; plenty of windows for sunlight and ventuation of every man will be the features of the new houses,

## The Hardwood Market

## =≺ CHICAGO **>**=

Chicago lumbermen are worrying more over car shortage and the inability to get certain stocks than anything else. They are moving their goods out regularly with a strong call from everybody but furniture factories. The furniture demand is slightly disappointing, which is due more to the fact that the demand hasn't increased as was expected rather than because of any falling off in consumption in the furniture fields. It is quite likely that shipments from the South prior to the flood stages are still affecting the local factory demand as a good deal of lumber was shipped in at that time and was taken up by Chicago firms.

The stock conditions on Chicago factory yards are in little better shape from the factory standpoint than in a good many other places. However, a good deal of lumber is going to the furniture people and with a good call for their output and prices established at a point where it surely will be impossible for them to recede at any time in the near future, the probabilities are that they will resume buying actively.

Both northern and southern woods are coming in in disappointingly small quantities because of the scarcity at the mill, and prices are going up constantly.

Gum still retains the lead with accelerated aggressiveness, and oak is maintaining its position with very little variation except the gradual upward tendency. The improvement in this wood has not been comparable to that in gum, but it is at least encouraging. Maple and birch are doing the best in northern woods, with some items in both almost impossible

Plans for a vast amount of building locally are materializing every day with the resultant prospect for a big planing mill and interior finish

The railroads continue to be good purchasers of Chicago hardwoods as well as other lumber.

## =≺ BUFFALO **>**=

The hardwood trade is marked with a fair amount of activity, though some of the yards say it is not quite so large as a month ago. largely due to the embargoes on the railroads, which have hindered the shipment of stock. Bad weather, too, has curtailed business, but the outlook is regarded as good and prices are being maintained at a firm level in all branches of the business

The demand runs as strongly to maple as to any of the hardwoods and most of the yards have been finding it necessary to replenish their stocks of it. Thick stock is especially wanted, but all thicknesses of good maple are being inquired for. Plain and quartered oak is reported firmer and dry stocks are not very plentiful in good stock. Chestnut is about holding its own, while poplar shows some improvement. Cypress trade is rather quiet, though tank stock moves steadily. Mahogany is coming into more prominence again and there is now more activity in the furniture trade.

## =≺ PITTSBURGH **>**===

The hardwood trade is more satisfactory here than the market for other kinds of lumber. Prices are higher than two months ago. White oak bill stuff is from \$2.50 to \$3.00 per M, higher than January 1. The furniture lumber and first-class automobile stocks are in good demand at good prices. The trade in medium and low-grade hardwood is not so good as it was last month. Yard trade has not started to any extent.

## **=∹** BOSTON **>**=

There seems to be no break in the difficulties and uncertainties confronting the hardwood trade here. There is no record of more severe weather conditions for March, with near zero temperature and the heaviest body of snow for any winter now on the ground. Additional embargoes are being placed and the latest is a complete one on lumber by the Ocean Steamship Company to Boston from the South. These conditions, coming on with stocks of raw material very low, resulted in a rush to purchase, thus tying up the railroads completely, but also starting stock on an upward course in value. The facts leading to the current situation are still the elements of present state of the market, hence the assurance of the dealers of appreciating values, the problem being the replacement of stocks and to determine what length of time and what cost will be involved to do so.

## **=≺** BALTIMORE **>**=

The demand for hardwoods keeps up very well. Members of the trade state that their business in February was ahead of expectations and continues to show decided activity. The inquiry from the builders has not yet set in to any extent, and quiet prevails in the planing mills and other establishments which may be said to turn out stocks for use in construction work. But in all other respects lumber of every kind is being called for, the movement extending over the entire list. By way of illustration, a salesman will take orders for one, two and three cars from almost as many different buyers where for a time he might have gotten an order for eight or nine calls in a lump from a single purchaser. This general interest in offerings is regarded as highly encouraging, since it indicates a reassertion of wants along the whole line. As stated, the buying is not yet heavy, but its general character is admitted and realized, and the mills are in a position where they would be able to do a bigger business if they had the selections to draw upon. The roads are very bad and hauling is attended with great difficulty. Furthermore, the weather has been extremely unfavorable to drying, and assortments are by no means so extensive as could be desired. Of the exports it is to be said that they are ahead of the corresponding mouths of last year, and to this extent the conditions on the other side must be regarded as favor-But the tendency in the countries open to the American shippers is still to restrict the imports, and the prospect is not at all so promising as could be desired.

## *──*≺ *COLUMBUS* ≻=

Strength is the chief characteristic of the hardwood trade in central Ohio territory. Buying on the part of both factories and retailers is good and prices are ruling firm all along the line. The prospects for building operations are good and this is one of the best features of the trade. The movement of stocks is generally satisfactory.

Retailers' stocks are not large and an effort is being made to increase them. Buying is pretty generally for immediate shipment, although some orders are placed for movement in April and May. Considerable purchasing is being done by factories, especially those making furniture and vehicles. Box concerns are also in the market for increased supplies. Mill stocks are only fair and shipments are coming out fairly prompt when the car shortage is taken into consideration. Collections are better in every locality.

Prices are generally firm at former levels. All changes have been made toward higher levels. Red oak is stronger, with an advance of from \$1 to \$1.50 on all grades. Quartered oak is firm. Plain oak is stronger and the volume of business is considerable. Poplar is moving well at firm quotations. Chestnut is strong while ash is quiet. There is a good demand for basswood. Other hardwoods are unchanged.

## =≺ CINCINNATI ≻=

Difficulty has been experienced by the Cincinnati hardwood dealers in obtaining stocks. The scarcity of hardwood lumber in various grades makes it a trying proposition for the specialty dealers to get hold of their particu-Mills throughout the Tennessee producing centers are just beginning to resume operations on a full scale, after a period of idleness due to high water. Railroad strikes on the smaller lines running through the timber sections caused many mills to lay off help temporarily. Lumber now is beginning to be turned out in something near normal amounts.

While the hardwood dealers are having their trouble, the yellow pine people are facing the same serious situation, the unfilled orders in the big southern mills piling up high. The situation was somewhat relieved here last week when word was received that a railroad strike in southern Tennessee had been settled. Immediately many mills resumed operations, employes to the number of at least 1,200 being able to resume their work. While relief from this will not be noticed here for some time as far as relieving the shortage is concerned, it serves materially to clear the

The car shortage tends to hamper the local lumber market. In the reshipping yard end, the shortage of saw material has caused a material gain

## For the Eastern Trade —

## $\frac{4}{4}$ — $\frac{16}{4}$ DRY HARD MAPLE

A Year or More Dry

The following desirable stock is ready to be shipped from our Buffalo yard:

190,000 4/4 No. 1 Com. 37,000 4/4 No. 2 Com. 70,000 5/4 No. 1 Com. 15,000 5/4 No. 2 Com. 60,000 6/4 No. 1 Com. 10,000 6/4 No. 2 Com. 140,000 8/4 No. 1 Com. 25,000 8/4 No. 2 Com. 10,000 3 No. 1 Com. 5,000 3 No. 2 Com. 40,000 4 No. 1 Com. 6,000 4 No. 2 Com.

The Atlantic Lumber Co. 70 Kilby St., Boston, Mass.

## Swain-Roach Lumber Co.

Seymour, Indiana

## Manufacturers of Indiana Hardwoods

TWO BAND MILLS 10 cars 4/4 No. 1 Com. & Btr. PLAIN RED OAK
5 cars 4/4 No. 1 Com. & Btr. Plain White Oak.
4 cars 4/4 No. 2 Com. Qtd. White Oak.
1 car 5/8 No. 1 Com, Ash.

We carry a well assorted stock of all Hardwoods.



Dry Band Sawn Hardwoods for Prompt Shipment

| 20M 1x4 Nos. 2 & 3 basswood | 100M 1" No. 3 common red oak | 30M 1½" No. 1 com. & btr. basswood | 25M 1" No. 2 com. & btr. soft elm | 25M 1" No. 1 com. & btr. unsel, birch | 25M 1" No. 3 elm | 30M 1" No. 1 common birch | 30M 1" No. 3 elm | 30M 1" No. 1 common birch | 30M 1" No. 3 elm | 30M 1" No. 2 common birch | 30M 1" No. 3 elm | 30M 1" No. 3 elm | 30M 1" No. 2 common birch | 25M 1½" No. 3 elm | 30M 1" No

Arpin Hardwood Lumber Company, Atlanta, Wis.

## The Tegge Lumber Co.

High Crade Northern and Southern Hardwoods and Mahogany

**Specialties** OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

## FARRIS HARDWOOD LUMBER CO. Manufacturers Band-seve TENNESSEE HARDWOODS NASHVELLE, TENN.

## RED GUM

(Leading Manufacturers

## DUCAN LUMBER CO.

Manufacturers Hardwood Lumber
MEMPHIS TENNESSEE

## OUR SPECIALTY St. Francis Basin Red Gum

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## Southern Hardwoods —— Gum, Oak and Ash

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## Band Sawn Southern Hardwoods

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MANUFACTURERS

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.

## OAK, ASH and CUM LUMBER

Can furnish anything in Oak, air dried or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

at proceed the brackeally run through the hardwood fist and this taken with the ablen heavy call for the furniture factories and woodworkits of the has made it quite profilem to obtain steek from the mills conditations rather rate cases it on where the supply on hand reaches conthe table proportions. Prices as high Count's commanding especially high processed shows a disposition to reach a still higher level as the season a Dances. The heavy call from the formitting and box factories is giving thin lub, et are et impotus. The acte e' que tations vary greatly. First and secend plain out is num and pract ally leading the market list as the best seller. The highest tred white out a communicities a higher figure and quartered red oak in the first and condigrade would be quite a marked feature of more stock were available. Specialists in oak flooring reported had week that this lumber was up a control \$2 a thousand and the opinion appears to be that the advance with the general. The estimating departments et the planting mills are busy indicating an exceptionally busy spring oisliness in interior finish and a resultant heavy demand for the finer grades of hardwood. The lower grades of poplar are enjoying a good demand and thick stock also is popular. Ash and chestnut'are active. Cottonwood and gum are being sought in good volume by the vehicle and automobile manufacturer. Ash, oak and blokery are in heavy demand from the implement factories.

## — < CLEVELAND >=

Hardwoods are strengthening as price in the vieveland market, due to the approach of the active building season. But for the backward weather, new work would be starting at this time and the market would consequently be higher. Considerable has been going on through the winter, and much of this now requires interior fluishing, hence the firmer quotations on certain materials. Lines principally affected at this time are plain and quartered oak, birch and maple, the former for decorative work and the latter for flooring. Mahogany is so far unaffected, but firmer. Unless there is some relief from ear shortage and consequently more liberal receipts, other advances are likely.

## — ≺ TOLEDO >=

It is early for a strong movement in the lumber market, but still there are some real signs of spring. Building has kept right on through the winter. There is an excellent call for hardwood for interior finish and floors and the factory demand is good. Furniture concerns are using lumber with fair liberality. The automobile concerns are booming and are using large amounts of lumber, while other vehicle concerns are operating at full capacity and using freely of lumber. Prices are firm and continue to show an upward tendency. Box and crating materials are in strong demand.

## 

A shortage in the hardwood market and unusually heavy demands are reported by dealers here. Building operations here have started in earnest and from the number of building permats being issued, predictions are made freely that this will be a good building year. A gain of more than \$100,000, or about 25 per cent, was recorded in the value of building operations during February over the corresponding month of last year. The value of buildings for which permits were issued last week was 100 per cent greater than during the corresponding week of 1915. George L. Maas, president of the Maas Niemeyer Lumber Company, predicts a shortage of hardwoods because deliveries to the Indiana markets are slow in arriving. He says that on account of floods hardwood producers will not be successful in shipping in a normal supply of hardwoods into the Indiana market until June. He predicted an increase in hardwood prices all along the line.

## =< EVANSVILLE >=

Hardwood lumber manufacturers of Evansville and vicinity report that the market continues to improve steadily. Prices are on the upward trend and there have been sharp advances on many grades. Some of the larger mills continue to operate on full time, or on a schedule of nine hours a day. Some of the river mills have also started up on steady time. Logs are coming in freely. The demand for quartered sycamore and quartered white oak is strong. Ash remains strong. Gum has been in good demand, due to the fact that the furniture factories are still running on full time and the furniture manufacturers have been in the market for a great deal of gum. Many of the manufacturers here are looking for this year's trade to be even better than 1915. The general outlook is encouraging and manufacturers say they can see nothing on the trade horizon now that is of the least discouraging nature.

Wood consuming factories are still running on full time or overtime, and reports from the South and Southwest say that business conditions are getting better right along. Retail lumber dealers say that business conditions right now are a great deal better than they were a year ago this time. Yellow pine dealers, planing millmen, sash and door dealers and building material men are looking for one of the best seasons in many years. Planing mills have been running on full time for several months. A great deal of building is going on now in spite of the bad weather that has prevailed, and architects and contractors say that after the weather becomes settled they expect to have all the work they can do. Taken as a whole the situation looks good.



GOOD LOGS MAKE GOOD LUMBER-TYPICAL LAMB-FISH LOG DUMP.

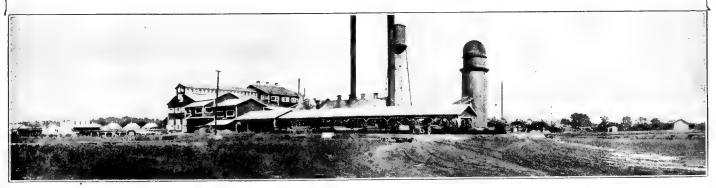
## LAMB-FISH LUMBER CO. Band Mill and General Offices: Charleston, Miss., U. S. A. THE LARGEST HARDWOOD MILL IN THE WORLD, ANNUAL CAPACITY, 40,000,000

CABLE ADDRESS-"LAMB"

Codes Used-Universal, Hardwood, Western Union, A. B. C., 5th Edition, Okay

3./8"	1 2"	5/8"	3 4"	4 '4"	5 '4"	6.4"	8 4"	10 '4"	12/4"
1st & 2nd Qtd, White Oak, 6 to 9" 61,000	82,000	43,000	95,000	277,600	31,000	7,000	16,000		
1st & 2nd Qtd. White Oak, 10" & up	58,000	24,000	22,000	89,000	9,000				
1st & 2nd Qtd. White Oak, 12 to 14"					6,000				
No. 1 Com, Qtd. White Oak, 4" & up 54,000	95,000	64,000	49,000	134,000	32,000	2,000	3,000		
No. 2 Common Qtd. White Oak, 3" & up	4,000	14,000	12,000	75,000	2,000				
Clr. Qtd. White Oak Strips, 2 to 3½ (sap no defect)				42,000					
Clr. Qtd. White Oak Strips, 4 to 41/2				31,000					
Clr. Qtd. White Oak Strips, 5 to 5½				27,000					
No. 1 Com. Qtd. White Oak Strips, 2½ to 5½			4,000						
No. 1 Com. Qtd. White Oak Strips, 2 to 51/2				144,000	11111				
1st & 2nd Plain White Oak, 6" & up	1211111	83,000		35,000	5,000	32,000			
No. 1 Com. Plain White Oak, 4" & up	21,000			36,000	8,000	1,000	5,000		
No. 2 Com. Plain White Oak, 3' & up		3,000	2,000	5,000		4,000			
No. 3 Com. Plain White Oak, 3" & up	46,000	11,000	12,000	0.000	3,000	2,000	5,000		
1st & 2nd Plain Red Oak, 6" & up	4,600	11,000 8,000	34,000	6,000 131,000		2.000	3,000		
No. 1 Common Plain Red Oak, 4" & up			12.000	71,000	26,000	9.000			
No. 2 Common Plain Red Oak, 3" & up	722.000	6,000	13,000 247,000		33,000	58,000	7.000		
1st & 2nd Red Gum, 6" & up	533,000 86,000	72,000	179.000		160.000	54,000	1,000	1.000	
No. 1 Com. Red Gum, 4" & up			179,000		100,000	7,000		1,000	
No. 1 Com. & Better Qtd. Red Gum, 60 & 40%	3,000						52.000	8,000	6.000
1st & 2nd Sap Gum, 12" & up (stained)				11,000					
1st & 2nd Sap Gum, 12 & up (standed)				9,000					
1st & 2nd Sap Gum, 18" & up				7,000					
No. 1 Com. Sap Gum, 4" & up					15,000	6,000	19,000		
No. 2 Com. Sap Gum, 3" & up	5,000		2.000		9,000	1,000	4,000		
Clear Sap Gum Strips, 2½ to 5½ (stained)				19,000					
Clear Sap Gum Strips, 2½ to 5½ (bright)				17,000					
No. 1 Common Ash				5,000					
No. 3 Common Ash				25,000					
No. 1 Shop Cypress				50,000					
No. 2 Common Elm				15,000					
No. 1 Common Tupelo Gum				14,000					

Our FAS grade in plain sawn stock will average 10" wide, No. 1 Common will average 8½ to 9½", both running 50% or better 14 and 16 ft. Facilities for kiln drying and surfacing. All orders entrusted to us are carefully executed.



GENERAL VIEW OF MAIN SAWMILL PLANT. Equipment two bands and four resaws. Daily ten-hour capacity 150,000 feet.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

## M.D.REEDER Hardwood Lumber HARRISON 2166 1501 Fisher Bldg., Chicago

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M No construction of the North N The State of A. P. Hard. 

## PLAIN and QUARTERED RED and WHITE OAK

AND OTHER HARDWOODS

## EVEN COLOR

## SOFT TEXTURE

MADE (MR) RIGHT

We have 35,000,000 feet dry stock—all of our own manu-facture, from our own timber grown in EASTERN KEN-TUCKY.

Oak Flooring

PROMPT SHIPMENTS

THE MOWBRAY & ROBINSON CO., Inc. WHOLESALE LUMBER

MAIN YARD:

8th & Horn Sts., CINCINNATI, O. Quicksand, Ky.
West Irvine, Ky.

Over

## One Million Dollars

in savings has been returned its members by the

## Manufacturing Lumbermen's Underwriters

and there remains to the credit of members over

## Nine Hundred Thousand Dollars

The membership, which is constantly increasing, is now composed of nearly four hundred and fifty of the best saw mill plants in the country. Insurance in force exceeds thirty-five million and nearly three million dollars has been paid in losses. If you have a arst-class plant adequately protected and are interested in low cost fire insurance, correct policy forms, an inspection service which may save you from a disastrous fire, with the certainty of a prompt and equitable adjustment in case loss does occur, and wish a list of members and annual statement we will be glad to hear from you.

## Rankin-Benedict Underwriting Co.

HARRY B. CLARK Western Representative Portland, Ore.

Attorney in Fact KANSAS CITY, MO.

## ----≺ LOUISVILLE >----

The testwood forsliness continues of the with price of vancing and the denoted for annier executar, the production. Louisville has had but a, let relief from the embar, exploaments to eastern and New England ferritors, but a big rush of a mant to New York Boston, and other etta i certain as soon as the crossing is lifted. L. B. Norman, vice prominent of the Holly Ridge funder Company, who returned recently from a ten days trip to Hot. Roberta, New Orleans, Baton Rogue and Mexandria reports that product conditions there are far from normal, He states that it will be full two months before most mills are able to to some operations again. The water has absided, but logging roads are in much need of repairs and it was take some time to re-assemble crows who were permitted to leave a on thoods interrupted operations,

## 

The demand for hardwood is an reasing but considerable difficulty is being experienced in obtaining items root in demand. The high water and continued hard rains that prevailed all over the producing territory during the past few weeks have made it impossible to log, and stocking up has been handicapped. A great scarcity of nearly every item on the list has resulted. These conditions, together with the car shortage, are a severe blow to the luyers. Prices are strong and advancing. Onk is most in demand, both plain and quarter sewed. Red gum is a splendid seller as the furniture people are using large quantities of it. There is a good call for poplar, particularly the lower grades. Ash is having a good sale. Cypress conditions continue about the same as they have been, although there seems to be a slightly better demand since the coming of recent pleasant weather.

## =≺ MILWAUKEE ≻=

Wholesale lumbermen say that it is more difficult to get stock than to secure the business. Birch, maple, in fact all lines of thick hardwoods, are extremely scarce and it is hard to get delivery on orders. Lumbermen are predicting that there will be a serious shortage in many lines of available dry stocks before the new cut is ready for use. In view of the steadily increasing demand, this shortage is bound to result in higher prices. This is a big factor in encouraging trade, as buyers realize that orders placed at this time will mean a saving in money. The factory trade in general and dealers about the state are beginning to buy much more freely.

The car shortage is a serious obstacle to lumbermen. Wholesalers say that often when it is possible to get stock it is next to impossible to get The trouble seems to have been caused in part at least by the congestion at eastern seaboard points, where cars are being tied up and used for storage purposes. The traffic bureau of the Merchants and Manufacturers' Association of Milwaukee and the freight bureau of the Milwaukee Chamber of Commerce are doing their share to relieve the situation by urging shippers not to delay cars and to load them to the maximum capacity.

Logging camps in many sections of the northern lumber country are beginning to break up, although it is anticipated that much summer logging will be carried on if the lumber business continues to improve as it has of late. It is expected that the cut will about equal that of the past season. Lumber and logging concerns report that the cost of logging will be the highest in years, due to the deep snow and the great number of accidents to the men, resulting from the snow.

## ===< GLASGOW **>==**

Glasgow, Scotland, Peteruary 23. The past fortnight has been a busy one, most of the smaller buyers displaying a tendency to cover their requirements immediately. This has been the feature of the hardwood market. Stocks have never been smaller than they are at present. The proposed government restriction on the furniture woods probably largely accounts for this condition, but even though there were no restriction of imports, shippers and importers are asking themselves whether it is really worth sending timber to this market at present cost, owing to exorbitant freight rates. Prices for stored stocks have risen considerably. When one lot of goods is disposed of the price of the next lot is raised further and thus the demand is kept up, buyers realizing that prices have not yet reached their limit.

Spruce deals still form an active market and the demand seems in no way to have been affected by the high figures. This is perhaps due to the fact that many local manufacturers are engaged largely on government requirements. Canadian pine deals are attracting more attention than for some time, the value of third quality being practically the same as spruce, which is quite unlike pre-war days. Some shipments of silver pine have arrived recently and, judging from the clearance made, have sold well. Parcels of Pacific coast spruce have arrived via Boston and Philadelphia, and in most cases have sold well. Numerous parcels are reported on the way, but considerable time clapses between the time they are put on cars at the loading point and their arrivel here. Pitch pine prices have reached a remarkable level and only occasional transactions are reported. Stocks are reduced to a minimum.

Recent arrivals include the S. S. Lakoma from Newport News with oak scantling and staves, walnut and poplar lumber, while the S. S. Kylemhor from Mobile contains gum, cottonwood, cypress, ash lumber and about 350 ash logs and 50 hewn oak logs. This shipment is discharging very slowly and so far little of the cargo can be seen.

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Kraetzer-Cured Lumber Co	Taylor & Crate		Requarth, F. A., & Co
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## HARDWOODS FOR SALE

## LUMBER

## ASH

1.15 1 4 1 106 RUN S 2 20 1 NO THE STATE OF STATE NO. 1 C WANTED HIS

## BASSWOOD

ARPIN HALDWOOD LUMBER CO., Atlanta,

NO 2 C A BIR. 1 1 1 10 1 W. L. S. LETT LUMBER CO. Louisville, Ky

NO. 1 C. 6 4" 18 mor. drv. G. ELIAS & BRO . INC. Buffalo, N. Y. YO LA BER, L.4 S. Y. G. 60 by YEAR LUMBUR CO., Chicago, III.
FAS, white, 5.4", 5" & up. HOFFMAN BROS.

STOCK 5.4", winter sawn, shipment July 1.

FAS NOT VILLE C. A. H. T. S. M. VILLE, LUMBER COMPANY, INC., BUTalo, N. Y.

### BEECH

NO. 1 C. T. C. 1 C. G. LL'AS & BIO.

## BIRCH

NO. 1 & BTR. 44 & \$4", ran wdths, 1 yr. dry ARPIN HARDWOOD LUMBER CO., At-

FASSAP, 4-3 - 40 - 14 x 16 - 2 - 7 - 7 - AT LANTIC LUMBER CO., Buffalo, N. Y. NO. 1 C. & BTR. 10 4", piled at Vermont mill PUFFALO HARDWOOD LUMBER CO., Buffalo,

NO 3, S NAA 44 S MARKET NO, 0, 5.4 4 mos dev. C. A. GOODYEAR LUMBER CO. Chicago, 19

TAS A CONTRACT OF A STATE OF A ST

## CHERRY

FAS 147 40 / 14 & 167, 2 yrs dry; NO, 2 C, 5 47, 40 - 14 & 167, 2 yrs dry; ATLANTIC LUM-REL, CO., BUFFALO, N. Y. NO 1 C. + 3 - 84 18 + - - - G 11 V BRO INC., BUTTALO, N. Y. COM & BTR. 44" 4" & up. HOFFMAN BROS COMPANY, Fort Wayne Ind.

## **CHESTNUT**

r marx a revisition, manages, N A HAS A  $1.48.4 \times 0.11 \times 11.11 \times 0.21 \times WORMY.$ NO P. C. A. BIR. A. SOUND WORMY, 4-4

## COTTONWOOD

17 1 4 4 5 4", 6" & up, 50% 11 & 16", 4 mos on LIBURTY HARDWOOD LUMBER CO.

## **CYPRESS**

RIANKS LUMBER CO., Calco. III.

### ELM—SOFT

NO. 1 A BTR. 14 results 1 vr. drv. AR-NO. 3, 4 1 to 8 4", ran, within 1 vr. drv. AR-P N. HALDWOOD HAMBER CO. AV. W. W. AR-NO. 4 A LURE G. 5 results H. B. --- H B NO. 2 C. A BTR. 04 5 0 CRID. III LOG RUN 4.4 & 5.4", 12 to 16' long. GEO, C. BROWN & CO., Memoble, To no NO. 1 C. 4.4 to 8.4 18 m. (C. LITTA & BEO, TYC., B10 to N. Y. LOG RIN, BORGETT, 50 14 & 16 INT GOLLIBERTY HARDWOOD LUMBER CO., Big

LOG RUN 4 4". E. SONDHEIMER COMPANY, emphis, Tenn. LOG RUN 44", home dry. SWAIN-ROACH

### GUM-SAP

PANEL NO. I. CUI GAR STORY H. B. BLANKS

11\s a \ 0, 1 & 2 C, 4 + \ 1 & 4 & 8 & 4 \ 12 to 16' \ \long. \ \ \text{GEO}, \ C. \ \ \text{BROWN} & \text{CO., Memphis.}

FAS. NO. 1 C & NO. 2 C. 5 S to 64". KRAET-ZER-CURED LUMBER CO., Cincinnati, O.

FAS 1.8 A 8 4 FAS 4 4", 13" & 5p. FAS 4 4", 18" & 5p. KAS 4 4", LAMB-FISH LUMBER CO., Charleston, Miss.

FAS 5.4", 6" & up. 50°; 14 & 16', 8 mos. dry; NO, 1 C., 14 & 5.3 4" & sie 50°; 14 & 16', 5 (8.5); 14 & 16', 5 (9.5); 15 & 16', 15 (1.5); 15 (1.5); 15 (1.5); 15 (1.5); 15 (1.5); 15 (1.5); 15 (1.5); 15 (1.5); 15 (1.5); 15 (1.5);

OM. A BTR. 14 in wail' and 'gib. S'to no mos dry LOUISVILLE VENEER MILLS.

UTLEY HOLLOWAY COMPANY, Chicago, 11l.

### GUM—RED

PASA NO. 1 C. 14 5 4, 64  $\times$  8 47 12 to 16 for  $c=c_{\rm t}$  51 CV  $\times$  8 cto Memphis, Term

118, NO. 1 C. & NO. 2 C. 14 & 5 1 COM. & BTR. FIG., 44 to 64". KRAETZER-CURED LUMBER CO., Cincinnati, O.

148 - 1778 & 14 NO. 1 C. 3 8 1 2 5 4 5 4" LAMR FISH LUMBER CO., Charleston.

COM. & BTR. 44", ran widths, and lights, 8 to 10 to 8 10 LOUISVILLE VENEER MILLS

FAS (1) SOMEHUMER COMPAN. Memphis, Term TAS 13 13 NO. 16 NO. 1 C. 44 HOLLOWAY COMPANY, Chicago, Ill.

## GUM—OUARTERED RED

COM. & BTR. 44, 83, 103 & 124", 12 to 16' GHO, C. BROWN & CO., Memphis, Tenn. COM, & BIR 14: 64 COM, & BTR. FIG., 4 to 64: KRAETZER-CURED LUMBER CO., 10cmb 15: 0 COM A BIR () A gibs 5 to

NOTEC A BIR SAME LIFT HOLDOWAY

### HACKBERRY

TOG RUN ( ) 1 - 10 - 610 C BROWN A

## **MAHOGANY**

148 NO 1 C. SHORIS & WORMY, all 1 2 to 16 C p of and fig Mexican and African. HUD-111 Control of Northbooks (Control of Chicago,

### MAPLE—HARD

NO. 1 C. 4 4 to 16 4 2 or sity BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.
NO. 2 C. 8 4", 18 mos. dry. G. ELIAS & BRO., INC., ROZ do, N. Y.

NO. 2, 3 17, 8 mos. dry: NO. 2, 447, 4 mos. dry:

FAS 3 8 & 1 2", 6" & up; FAS 44", 12" & up OFFMAN BROS COMPANY, Fort Wayne, Ind. 1 R SPOTSWOOD & SON

## OAK-PLAIN RED

NO, I.C. & BTR. 12.4" 2 vrs. dry. BLAKES-LEE, PERRIN & DARLING, Buffalo, N. Y. NO. 1 C. & BTB. 44 & 54". BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS 1 1 1 6 1 A S 4", 12 to 16"; NO. 1 & 2 C. 1, 4 4, 5 4 & S 4", 12 to 16", GEO, C. BROWN CO., Memphis, Tenn.

PAS AS 67 & MP I AV dry NO. 1 C. 5 4 to 8 4", 4" & MP, 1 yr, dry. F. M. CUTSINGER, Evansville, Ind.

NO. 1 C. 6'4", 18 mos. dry. G. ELIAS & BRO., No., Buffalo, N. Y.

FAS 44", 6" & up; FAS 5'4 & 6'4", 12" & up, HOFFMAN BROS, COMPANY, Fort Wayne, Ind. TAS 11 NO. 1 C, 41 5 4 & 6 4", GEO, F. EIENS 12 MEER CO., Chlago, III.

LOG RUN 1/2 to 6.4". KRAETZER-CURED UMBER CO., Cincinnati, O.

LIMBER CO., Cincinnati, O.

NO. 1 C., 44", 4" & up 40% 14 & 16', 5 to 8 mos, dry, NO, 2 C., 44", 3" & up, 40% 14 & 16', 5 to 8 mos, dry, NO, 2 C., 44", 3" & up, 40% 14 & 16', 7 to 8 mos, dry, LIBERTY HARDWOOD LUMBER COM, & BTR, 4'4", ran, wdths, & lgths, 2 yrs, dry, LOUISVILLE VENEER MILLS, Louisville,

FAS 5.8": NO. 1 C. 5'8 & 4'4", NICKEY ROS, INC., Memphls, Tenn.

NO. 1 C. S. L. E. SONDHEIMER COMPANY, emphis, Tenn.

NO. 1 C. 3 E. E. SONDHEIMER COMPANY. Memphis, Tenn. FAS 3.4", 6" & up. 6 mos. dry; NO. 2 C. 3/4", 2 a a b 1 b r dry. STIMSON VENEER & LUM-BER CO., Memphis, Tenn.

FAS 44": NO. 1 C. 44" & 64", bone dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

NO. 1 C& BTR. 54" NO. 3 C. 44" UTLEY-HOLLOWAY COMPANY, Chicago, Ill. NO. 2 C. & BTR. 44, 54 & 84". W. R. WIL-LETT LUMBER CO., Louisville, Ky.

FAS 5.4 to 10.4, 6" & up. 2 yrs. dry; NO. 1 C. 5.4 to 12.4", 4" & up. 2 yrs. dry; YEAGER LUM-

## OAK—QUARTERED RED

NO. 1 & 2 C. 4'3 & 54", 12 to 16', GEO. C. BROWN  $_{\infty}$  CO. Memphis, Tenn.

TAS, 64 to 8'1", 6" & up. 1 yr. dry; NO. 1 C 44 to 8 1" 4" & up. 1 yr. dry. F. M. CUT-SINGER Evansville, Ind.

LOG RUN 44", KRAETZER-CURED LUM-BER CO., Cincinnati, O.

(OM, & BTR, 44", ran, wdths, and lgths, 8 to

## HARDWOODS FOR SALE

FAS & NO. 1 C., well figured, 3 4". NICKEY BROS., INC., Memphis, Tenn.
NO. 1 C. 4 4". 4" & up. 5 mc | lrv; NO. 2 C. 44", 3" & up. 1 yr, dry. STIMSON VENEER & LUMBER CO., Memphis, Tenn.

### OAK-PLAIN WHITE

NO. 1 C. & BTR. S I & 124", 2 yrs. dry BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS & NO. 1 & 2 C. 44 & 54", 12 to bil. GEO, C. BROWN & CO., Memphis, Tenn. NO. 1 C. 84", 18 mos. dry. G. ELIAS & BRO, INC., Buffalo, N. Y.

FAS & NO. 1 C. 4/4". GEO F. KERNS LUMBER CO., Chicago, Ili.

BER CO., Chicago, III.

LOG RUN 4 4 to 6 4". KRAETZER-CURED LUMBER CO., Cincinnati, O.

FAS 4/4 & 6/4"; NO. 1 C. 4/4 & 5/4". LAMB-FISH LUMBER CO., Charleston, Miss.

FAS 4/4", 6" & up, 40% 14 & 16', 10 mos. dry;
NO. 2 C., 4/4", 3" & up, 40% 14 & 16', 4 mos. dry; LIBERTY HARDWOOD LUMBER CO., Big Creek Tex. dry. Creek,

COM. & BTR. 4/4", ran. wdths. & lgths., 2 yrs. ry. LOUISVILLE VENEER MILLS, Louisville,

NO. 1 C. 1/2, 5/8 & 3'4"; FAS 5/8 & 3'4". E. SONDHEIMER COMPANY, Memphis, Tenn. FAS 5/8", 6" & up, 8 mos. dry; FAS 4/4", 6" & up, 6 mos. dry; NO. 2 C, 4'4", 3" & up, 3 mos. dry, STIMSON VENEER & LUMBER CO., Memphis, Tenn.

FAS & NO. 1 C. 4'4", bone dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

NO. 2 C. & BTR. 4/4 to 8/4". W. R. WILLETT LUMBER CO., Louisville, Ky.

FAS 8/4 to 16/4", 6" & up, 2 yrs. dry; NO. 1 C, 8/4 to 16/4", 4" & up, 2 yrs. dry, YEAGER LUMBER CO., INC., Buffalo, N. Y.

## OAK-QUARTERED WHITE

NO. 1 C. & BTR. BUFFALO HARDWOOD LUMBER  $^{\rm CO}$  , Buffalo, N. Y

FAS 4/4", 12 to 16'; NO. 1 & 2 C. 4/4 & 5'4", 12 to 16'. GEO. C. BROWN & CO., Memphis, Tenn.

FAS 5/8 & 3/4", 6" & up, 1 yr. dry. F. M. CUTSINGER, Evansville, Ind.

FAS 3/8 to 8/4", 6" & up. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 1 C. 4/4". GEO. F. KERNS LUMBER CO., Chicago, Ill.

FAS 5/8, 3/4 & 4'4", 6 to 9"; FAS 5/4", 6" & up; FAS 8/4, 4" & up; FAS 5/8, 3/4, 4/4 & 5/4", 10" & up; FAS 54", 12 to 14"; NO. 1 C. 3 4, 4 4, 5/4", NO. 2 C. 4'4"; FAS STRIPS, 4 4", 2 to 3½", 4 to 4½", 5 to 5½"; NO. 1 C. STRIPS, 4 4", 2 to 5½". LAMB-FISH LUMBER CO., Charleston, Miss.

COM. & BTR. 5/8 & 4/4", ran. wdths. & lgths., 8 to 10 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

FAS 3/8, 5/8 & 3/4", bone dry; NO, 1 C, 3 8, 1/2, 5/8, 3/4, 5/4 & 6/4"; CLEAR STRIPS 4/4", 2½ to 3½"; NO, 1 C, STRIPS, 4/4", 2½ to 3½"; both good lgths. NICKEY BROS., INC., Memphis, Tenn.

FAS 1/2 & 3/4", 6" & up, 1 yr. dry; NO. 1 C. 3/8 & 1/2", 4" & up, 1 yr. dry; NO. 1 C. 4'4 & 5/4", 4" & up, 5 mos. dry; NO. 2 C 4'4", 3" & up, 8 mos. dry; NO. 2 C A'4", 3" & Up, 8 mos. dry; NO. 2 C A'4", 3" & Up, 8 mos. dry.

NO. 2 C. 4/4", bone dry, SWAIN-ROACH LUMBER CO., Seymour, Ind.

NO. 1 C. & BTR. 4'4". UTLEY-HOLLOWAY COMPANY, Chicago, Ill.

CLEAR STRIPS 4 4", 215 to 515"; NO. 2 C. & BTR, 4'4, 5/4 & 6/4". W. R. WILLETT LUMBER CO., Louisville, Ky.

### OAK—MISCELLANEOUS

NO. 2 C. 4'4", 1 yr. dry; NO. 2 C. & BTR. 4'4", 2S. 6 mes. dry. H. B. BLANKS LUMBER CO., Cairo, Ill.

### **POPLAR**

FAS 10 4 & 12 4", 7" & up, 18 mos. dry, F. M. CUTSINGER, Evansville, Ind.

FAS 5'8"; COM. & BTR. 4/4". BROTHERS CO., Fort Wayne, Ind. HOFFMAN

COM. & BTR. 5'8 & 4'4", ran. wdths, and lgths., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

FAS & SAPS SEL, 44", 12" & up, 50% 14 & 16', 8 mos. dry; SAP SEL, 54", 5" & up, 50% 14 & 16', 8 mos. dry; NO, 1 C, 54", 5" & up, 50% 14 & 16', 6 mes. dry; NO, 2 C, 44", 4" & up, 50% 14 & 16', 6 mos. dry. NORMAN LUMBER CO., Louisville, Ky.

NO. 3 C. 4/4". E. R. SPOTSWOOD & SON, Lexington, Ky.

NO. 2 C. & BTR. 4 4 to 16 4". W. R. WILLETT IMBER CO., Louisville, Ky.

## **SYCAMORE**

LOG RUN, m.c.o., 4'4", 40", 14 & 16', 11 mos. y. LIBERTY HARDWOOD LUMBER CO., Big wek, Tex.

## WALNUT

NO. 1 C. 44", 4" & up, 1 yr, dry, F. M. CUT-SINGER, Evensyttle, Ind.

COM. & BTR. 44"; FAS 54 & 64". HOFF-MAN BROTHERS CO., Fort Wayne, Ind.

FAS & NO. 1 C. 5 8 to 8 4", very dry, HUD-DLESTON-MARSH MAHOGANY CO., Chicago,

LOG RUN 8 4". KRAETZER-CURED LUMBER CO., Cincinnati, O.

COM. & BTR. 44", ran. wdths, and lgths. 6 to p.os. dry. LOUISVILLE VENEER MILLS, 8 p.os. drv. Louisville, Ky.

FAS 1 2 to 8 4"; NO. 1 C. 1/2 to 8/4". PEN-ROD WALNUT & VENEER CO., Kansas City, Mo.

## **DIMENSION LUMBER**

## **ASH**

CLEAR 15, N1 , 267 S mes dry, 2x2 30", 4 tos, dry, PROBST LUMBER CO., Cincinnati, O.

### **GUM**

CLEAR 15 N1 . 30", 3 mos dry; 2x2 30", 4 mos, dry; 3x3—30" 4 mos, dry, PROBST LUMBER CO., Cincinnati, O.

## OAK

CLEAR 13, x13, 15 a 38", 1 mos. dry; CLEAR 1 FACE, 1x4 & up-34 & 36", 8 mos. dry; QTD. CLEAR 1 FACE, 1x4 & up-18 to 42", 1 yr. dry. PROBST LUMBER CO., Cincinnati, O.

## VENEER—FACE

### **ASH**

NO. 1, 1'12", 8 to 28" wd., 20" lg., rty. MIS-SISSIPPI VENEER & LUMBER CO., Cedars. Miss.

## **BIRCH**

LOG RUN & DOOR STOCK, 1/20, 1/16 & 1/8", rty. cut. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

### **GUM**

QTD. FIG. SLICED. 1 24". HUDDLESTON-MARSH MAHOGANY CO., Chicago, III.
QTD., FIG'D., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
SEL. RED, No. 1, 1/12", 8 to 28" wd., 42 to 46" long, highly fig., rty.: No. 2, \(\frac{1}{2}\)", \(5\frac{1}{2}\)", \(5\frac{1}{2}\)" wd., 82 & 86" long, stile ven.: UNSEL., No. 1, 1/12", 8 to 28" wd., 20" long, rty.; No. 1, \(\frac{1}{2}\)", \(\fra

### **MAHOGANY**

PL. FIG. 128 to 1/4", Mexican & African HUDDLESTON-MARSH MAHOGANY CO., Chi-

ANY thickness, LOUISVILLE VENEER MILLS, Louisville, Ky.

## OAK-PLAIN

LOG RUN & DOOR STOCK, 1 20, 1 16 & 1/8", y. cut. HUDDLESTON-MARSH MAHOGANY rty, cut. HUDD CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

NO. 1, red, 1/12", 8 to 28" wd., 20" long, rty.; NO. 1, red, ½", 5½" to 14½" wd., 7 to 29" long, rty.; NO. 2, red, ½", 5½" wd., 82 to 86" lg., stile ven. MISSISSIPPI VENEER & LUMBER COMPANY, Cedars, Miss.

## OAK—QUARTERED

AIL thicknesses, sliced and sawed. HOFF-MAN BROS. COMPANY, Fort Wayne, Ind.
SLD. & SWD. 1'20 & 1/8". HUDDLESTON-MARSH MAHOGANY CO., Chicago, III.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

### WALNUT

ALL thicknesses, sliced and sawed. HOFFMAN BROS. COMPANY, Fort Wayne, Ind.

SLD. & RTY. CUT. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PL. & FIG. PENROD WALNUT & VENEER CO., Kansas City, Mo.

## CROSSBANDING AND **BACKING**

## **GUM**

 $\mathbf{ANY}$  thickness, LOUISVILLE VENEER MILLS, Louisville, Ky.

### **POPLAR**

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

## PANELS AND TOPS

## **BIRCH**

STOCK SIZES, 1'4, 5/16, 3/8", good 1S & 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

## **GUM**

QTD. FIG. any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

### MAHOGANY

STOCK SIZES, 1/4, 5 16, 3'8", good 18 and 2S, HUDDLESTON-MARSH MAHOGANY CO., Chicoga, III.

ANY thickness, LOUISVILLE VENEER MILLS, Louisville, Ky.

### OAK

PL. & QTD. 1/4, 5/16, 3 S", stock sizes, good 18 & 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANY thickness, LOUISVILLE VENEER MILLS, Louisville, Ky.

### WALNUT

 $\mathbf{ANY}$  thickness, LOUISVILLE VENEER MILLS, Louisville, Ky.

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Advertisements will be inserted in filluse the at the following rates:

For one Insertion 20c a line
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Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

## **EMPLOYES WANTED**

### MAN EXPERIENCED IN BUYING

and selling Wason and Implement stock. Prefer one tow employed. State salary expected first letter and what you can do.

Address "BOX 35," care Harnwood Record,

## LOGS WANTED

## WANTED-BLACK WALNUT LOGS.

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

## **DIMENSION STOCK WANTED**

### WANTED-DIMENSION OAK

Plain and Quartered. Write us for specifications and prices. INDIANA QUARTERED OAK CO., 52 Vanderbilt Ave., New York, N. Y.

## TIMBER LANDS WANTED

### THOROUGHLY RESPONSIBLE PUR-CHASER

With ample means will pay cash for tracts (2,000 acres and up) of virgin pine, cypress, and hardwood timberlands owned in fee—in the southern and southeastern states.

We are not brokers, commission men or factors, but actual buyers, and all propositions submitted will be regarded in confidence.

We solicit correspondence only with owners or their legally authorized representatives. Address "BOX 90," care Hardwood Record.

## TIMBER FOR SALE

## COTTONWOOD-WILLOW-MULBERRY

For sab great quantities of young Cotton wood stabilize timber 24" and under in diameter and willow of same diameter and mulberry post timber all of large tract having a Mississippl River front of over 2 miles and surrounded by navigable horse-shoe lake 12 miles long and connecting with the river below Helena, Ark. Ill. Cent. R. R. at other end of the tract.

OWNER, 510 Pine St., Room 402, St. Louis, Mo.

## TIMBER LANDS FOR SALE

### MISSOURI PINE AND OAK.

6 f. b. (2.10), they I 655 are computed at Lord at Dent and Shannon (March 2000) OWNLR 540 Proc St Room 402 St. Lour. Mo.

## **LUMBER FOR SALE**

### FOR SALE

Dry Red Oak

About 3 cars ½" thick No. 1 and No. 2 common 1° C. ZUPKE & CO., Memphis, Tenn.

### FOR SALE-HARDWOOD LUMBER

Poplar, oak, hickory, ash, elm, beech, magnolia. Exceptional quality cut from rich uplands. GULF WOODWORKING CO., Laurel Hill, La.

## **LUMBER WANTED**

### WANTED-OAK PILES.

20 to 30 feet long. THE BRADLEY COMPANY, Hamilton, Ont.

## TIMBER ESTIMATING

### TIMBER ESTIMATING

Timber estimates, reports, maps, surveys and logging plans,

T. J. McDONALD, East Tennessee Bank Bldg., Knoxville, Tennessee.

## MACHINERY FOR SALE

## FOR SALE-COMPLETE

Sinker and Davis Gold Dust sawmill. Seven foot wheel. Carries eight inch blade. Steam nigger; E. C. Atkins log turner; friction log boil; tower edger; two swing saws; saw dust fan; illing room equipment; boiler and engine; water heater and pumps; 12 good saws. Will sell reasonably.

UMPHREY MFG. CO., Crawfordsville, Ind.

## RAILWAY EQUIPMENT FOR SALE

## FOR SALE OR EXCHANGE

25 ton Climax geared locomotive. Standard gauge. Or will exchange for lumber. Address, KLINE LUMBER CO., Lancaster, Pa.

## VENEERS FOR SALE

## FOR SALE-ROTARY CUT RED OAK-

78" Veneer, cut in squares ranging from 14x14 to 23x23". Address "BOX 10," care HARDWOOD RECORD.

If you are not a subscriber to HARDWOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.

## BUSINESS OPPORTUNITIES

### SEVERAL SMALL MILLS WANTED

A cell of ours wants several small mills in Archive to for outling a large tract of hardwood. Some a their should be equipped with rip saws for a laste taking dimension onk. In your first letter a chall particulars about your mill experience description of your outfit, and say how soon you could move.

GARDNER ADVERTISING CO., St. Louis, Mo.

### FOR SALE

10 to 20 years' hardwood stumpage for lumber, dimension and chair back mill; also sawmills and logging equipment. Terms to responsible parties.

Address BOX 486, Palestine, Texas.

### FOR SALE

Vermont timberlands and mill, 2,500 acres, well timbered. One-third Spruce, one-third Birch, one-third Maple. First class mill, steam and water power. Timber convenient to mill. Good boarding house and barn. Easy 8-mile haul to station on selected State highway. Not a cut-over proposition. For particulars, address

BOX 398, Montpeller, Vermont.

## LOGGING OUTFITS WANTED

A client of ours wants several well-equipped loggers at once on a large tract of hardwood in Arkansas. In your first letter give full particulars about your outfit and say how soon you could move.

GARDNER ADVERTISING CO., St. Louis, Mo.



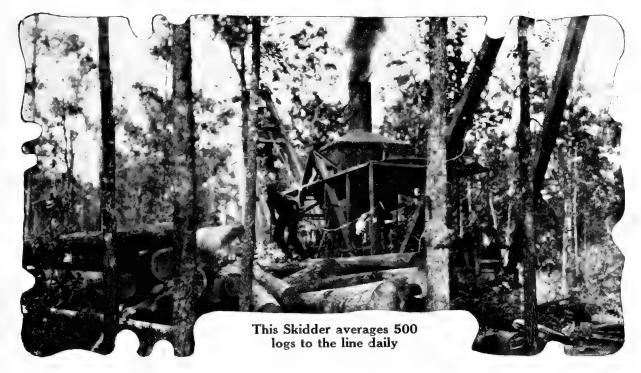


Merritt Manufacturing Company

Makers of Veneer Machinery

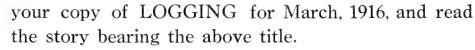
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## FIVE HUNDRED LOGS to the LINE

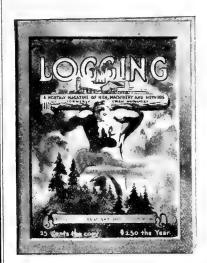


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If you would wish to learn the full facts, all you need to do is to turn to



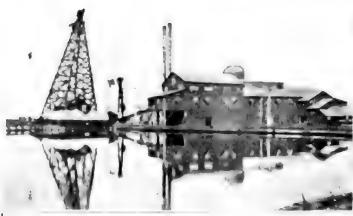
If you don't get LOGGING let us know and we'll see that you do henceforth!



## **CLYDE IRON WORKS**

Manufacturers of Machines for Every Logging Operation

Head Office and Factory at Duluth, Minnesota, U.S.A.



BURGE

T will be a special pleasure to show you our Birch and Maple. It is all in the upper grades and particularly high-class stock.

Our attention has been focused on the proper manufacture of this lumber, its careful grading and on being able to assure full thicknesses.

## C. A. Goodyear Lumber Co.

McCormick Building

Chicago, Illinois

## We Want to Buy

1x1 48"..... Clear Maple, Beech and Birch 1' \2 35" Clear Red Oak 

## THE PROBST LUMBER CO.

CINCINNATI. OHIO

We specialize in all kinds of Dimension, write us for list of other stock we want



## Ready to Move

A complete stock of Ash, Basswood, Birch, Maple and Elm, consisting principally as follows:

250 000° 3 3 N 2 100 A 10 000° 3 3 N 2 100 A 12 000° 5 4 N 2 Com. 8 15 000° 5 4 N 2 Com. 8 15 000° 8 4 No. 2 Com. 8

Write us for delivered prices

If you see nothing in the above that interests you, write us anyway. We may have it, as the above is not a complete stock list.

Write us for prices on CRATING AND BOX LUMBER

HATTEN LUMBER NEW LONDON, WIS.

Tells all there is to know about every commercial forest tree of America.

## AMERICAN FOREST TREES

(WRITTEN IN THE LUMBERMAN'S LANGUAGE)

Completely illustrated with original photographs and drawings and handsomely bound.

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## VENEERS AND PANELS

## Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.

VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

## BENT WORK

orders are not popular with the panel maker because they require such exacting care, and few of them can stand the strain.

## We Have Made All Types of Bent Work for Years

and have absolutely perfected our methods and can demonstrate that we have the experience and facilities required to turn out absolutely satisfactory bent work for any purpose. We really don't mind if you send your inquiries to others if at the same time, in fairness to yourselves and to our equipment and competence, you include us on your inquiry list as well. We know what will be the result.

## WISCONSIN SEATING COMPANY NEW LONDON, WISCONSIN

## Roddis Lumber & Veneer Co. Marshfield, Wis.

VENEERED PANELS
DESK TOPS TABLE TOPS
FLUSH VENEERED DOORS
WAINSCOTING BENT WORK

SAW MILLS AT PARK FALLS, WIS

## IMMEDIATE SHIPMENT

is what you are assured of when placing your orders for Panels and Veneers with us

WE CARRY A COMPLETE STOCK

Geo. L. Waetjen & Co.

S. Water and Reed Sts.

MILWAUKEE. WISCONSIN

## What Veneer and Panel Consumers Will Use in 1916

This information is shown in our service of veneer and panel consumers' requirements lists—complete according to 1916 requirements.

The information contained is all first hand and guaranteed to be authentic. It gives all details that you want to know on which to base an intelligent quotation.

It would cost you thousands of dollars and years of work to compile the same information—we know because that is what it cost us. You can have it for 1% of its real cost.

As its best use is while it is fresh and it costs only two cents to write, drop us a line today and let us give you the details.

HARDWOOD RECORD,

CHICAGO, ILL.



## "Ideal" Steel Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

## ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

## I. Stephenson Co., Trustees

WELLS, MICHIGAN

## Strable Lumber & Salt Co.

Manufacturers of

Hardwood Lumber

AND

Maple Flooring

SAGINAW, MICHIGAN

## "Chief Brand" Maple and Beech Flooring

in \(\frac{2}{3}\), \(\frac{5}{2}\) and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

## Kerry & Hanson Flooring Co.

GRAYLING MICHIGAN

We are members of the Maple Flooring Manufacturers' Association

## EAST JORDAN LUMBER CO. EAST JORDAN, MICHIGAN

We Offer for Prompt Shipment:

18M 4 No. 1 Com. & Better Quarter Sawn Maple. 150 M 4 No. 2 Common & Better Beech. 19 M 10 4 End Dried White Maple. 18M 4/4 No. 2 Common & Better Soft Maple.

Write for prices

**FULL THICKNESS** 

BAND SAWN

QUICK SHIPMENT

## VON PLATEN LUMBER COMPANY

Iron Mountain, Mich.

Have following stock at Iron Mountain, car shipments:

500 M ft....dry 4.4 No. 1 and 2 Common Maple 100 M ft....dry 5/4 No. 1 and 2 Common Maple 100 M ft.....dry 6/4 No. 3 Common Maple 200 M ft......dry 4/4 No. 3 Common Maple

## BIRCH

4-4 and thicker, No. 1 Common and Better also 4-4-5 and 6-4 Red Birch

We have on hand a complete stock (winter sawn) Red, Plain and Unselected Birch, Basswood, Soft and Rock Elm, Brown Ash, Red Oak and Hardwood Lath.

Birch Dimension Stock Cut to Sizes

LET US QUOTE YOU PRICES

Rice Lake Lumber Co., Rice Lake, Wis.

S, L, EASTMAN FLOORING CO.
SAGINAW BRAND
MAPLE FLOORING
SAGINAW, MICH.

## HARDWOOD RECORD

Not only the ONLY HARDWOOD PAPER but the BEST LUMBER PAPER published

## BUFFALO

The Foremost Hardwood Market of the East

STANDARD HARDWOOD LUMBER COMPANY

OAK, ASH and CHESTNUT

1075 Clinton St.

G. ELIAS & BRO.

**HARDWOODS** 

White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring

955-1015 Elk Street

Hugh McLean Lumber Co.

OUR SPECIALTY:

QUARTERED WHITE OAK

940 Elk Street

Anthony Miller

HARDWOODS OF ALL KINDS

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Yeager Lumber Company, Inc.

Specialties:

Oak, Ash and Poplar

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Buffalo Hardwood Lumber Co.

Dry Band Sawed Stock

Oak Ash Cedar

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Ash and Elm

NIAGARA—CORNER ARTHUR

Atlantic Lumber Company HARDWOODS

WEST VIRGINIA SOFT RED AND WHITE OAK

Cur Specialty: West Virginia and Pennsylvania Cherry

1055 Seneca Street

Taylor & Crate
HARDWOODS OF ALL KINDS

A stock of 18,000,000 to 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Established 50 Years Rail or

Rail or Cargo Shipments

Miller, Sturm & Miller

Hardwoods
of All Kinds

1142 Seneca St.

Blakeslee, Perrin & Darling

A Complete Stock of Seasoned Hardwoods

ir.cluding Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Quartered Oak, Poplar & Walnut.

1100 Seneca Street

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

## A QUARTER CENTURY OF SUCCESSFUL MANUFACTURE



## The Stimson Operations

J. V. STIMSON, Huntingburg Ind 1 A Strusson, Mgr. J. V. STIMSON HARDWOOD CO.

Mentplus Ich.

V Stins in Pres B 1 Katte below Selly-Treas.
C H Meyer Office Sales Ms. STIMSON VENEER AND LUMBER CO.

Mental of Leith
R C Strong Sony Treas.
R Petrus Office Sales Mgr.

## HARDWOOD LUMBER

3/8" and up in

Northern and Southern Oak, Walnut, Hickory, Elm, Poplar, Ash, Maple

Rotary veneers, regular and special stock in plain and quartered Northern and Southern oak and gum.

V B C-WESTERN UNION CODE

## BROOM HANDLE *MACHINERY*

Another one of our Graem Handle Specialties-Standard four-saw Splitter, for ripping bolts of any width into broom handle squares. Will rip forty thousand squares per day, and is substantially built throughout.

We manufacture a complete line of Broom Handle Machinery, and are in position to furnish your requirements, even to the design of your plant.

With us for for this on about our Lather, Thurbers Butter (Liching and Boring Machines of the form of the the work require in this line.



Broom Bolter

Cadillac Machine Co. Cadillac, Michigan

## Can You Sell a Man if You Don't Know What He Uses?

Even on your personal call, if it is the first one, you have to feel around to find out what your prospective customer uses before you can make an intelligent quotation on what you handle.

## You Can't Fail to Sell Him if

Because you make that invaluable good first impression by being able to talk con-You Do Know What He Uses fidently and to the point right off the bat.

Or, if you are writing, you know your letter will not strike home if it quotes on stock not used in his line-while if you know he uses the exact kind and grade and description of lumber you want to quote on, you can write a personal letter to the buyer that he will want to read.

A listing of such information covering factories carefully selected for reliability is available to every hardwood man for a two-cent stamp. This list is revised completely every year; it gives besides the exact description of lumber bought and names of buyers, the names, location and lines of manufacture.

The whole thing has just been revised according to 1916 lumber uses. It will be ready in a week with just twice as many corrections as ever issued before.

## HARDWOOD RECORD

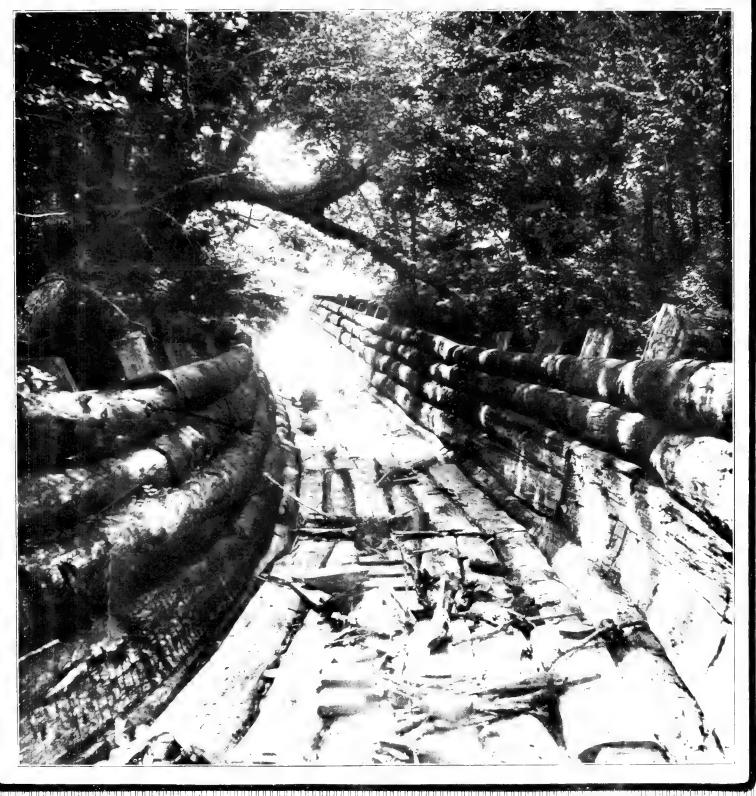
537 South Dearborn Street, Chicago, Illinois

WILL GLADLY GIVE YOU WHAT INFORMATION YOU WANT

# ERETVOOL BUTT

Twenty-First Year Semi-Monthly CHICAGO, APRIL 10, 1916

Subscription \$2.
Single Copies, 10 Cents.



## J. Gibson McIlvain & Co.

Philadelphia, Pennsylvania ESTABLISHED 1798

## MANUFACTURERS of LUMBER

*HARDWOODS* Our Specialty

Send Us Your Inquiries

Your Order Will Follow

## CTEARNS OLUDINGTON O

HARDWOOD SPECIALISTS

Lower Peninsula MICHIGAN MAPLE

A Complete Assortment Gross Piled and End Piled Winter Sawn White

WE SPECIALIZE IN DIMENSION STOCK

JAMES C. COWEN, Chicago Representative

The C' LUDINGTON, MICH.

## Alexander Brothers

Stock List April 1st, 1916. BELZONI, MISS. F. O. B. Belzoni 2000

### MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

# Michigan Hardwoods Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

### Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

## Stock Widths

No. 3 Common Hardwoods

We can furnish No. 3 Common Maple and Beech, random lengths, as follows:

1x4	1x 8
1x5	1x 9
1x6	$1 \times 10$
1x7	lxll & wider

The stock is mixed Maple and Beech but runs largely Maple

Mitchell Brothers Co. Sales Department, Cadillac, Michigan



Plain Red Oak

Stop! Look and Read!

### **PANELS**

of all kinds manufactured from our own Timber in

OAK, GUM
WHITE ASH, YELLOW PINE AND
BIRCH

Will pay you to get our prices. If interested, write us and we will do the rest.



Selected Red Gum

MISSISSIPPI VENEER & LUMBER CO., Neenah, Wis.

# We Ship Lumber of Our Own Manufacture

There is a considerable amount of satisfaction in going to head markers, and the W. P. Brown & Sons Lumber Company, with its eight big band ralls, has manufacturing facilities running into the hundreds of thousands of feet of hardwoods a day. The extensive facilities which have been provided for the production of lumber mean that the consumer who calls on Brown receives service backed by the best possible manufacturing organization and by timber holdings which insure the quality and uniformity of the lumber.

### We Own Our Own Stumpage, Operate Our Own Mills

In order to insure the permanent operation of our plants and to anticipate the growing requirements of our customers, we have secured control of timber in various parts of the South, aggregating 260,000,000 feet. This timber consists of oak, gum, poplar, basswood, cypress and yellow pine, and in fact practically every kind of lumber produced in the South is now manufactured by the Brown company on its own mills. Recent acquisitions of timber have put this concern in a position to take care of the wants of consumers for many years to come, and insure the high quality of its lumber being maintained at all times.

### Our Immense Distributing Yards Are for Your Service

This company has two large distributing yards in Louisville. These yards are maintained for the purpose of enabling us to furnish special service to our customers. A stock is carried which includes every thickness and grade of every kind of hardwood, enabling us to fill the sort of orders which most concerns are unable to take care of. For that reason we have become known as headquarters for mixed-carload buyers, and the small consumer, who needs only a few thousand feet of each item at a time, gets just as good service as the big user who orders ten carloads of a single item at once. The provisions which have been made here are typical of the Brown organization and its ability to serve everybody who uses lumber.

We Have the Stock and the Organization to Take Care of Every Requirement, No Matter How Difficult It May Be

"When You Want It Quick, Ask Brown"

## W. P. BROWN & SONS LUMBER COMPANY

LOUISVILLE, KY.

### J. RAYNER VENEERED PANELS

ALL WOODS
SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST. CHICAGO

### West Virginia Hardwoods

• SARIMORNIA CERUNARIO DEL CERUNDO DE CER

N. C. PINE, HEMLOCK, SPRUCE and CYPRESS, LATH and SHINGLES

Our Stocks Are Complete and Can Give Prompt Service.

WILLSON BROS. LUMBER CO. PITTSBURGH, PA.

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#### WM. WHITMER @ SONS

INCORPORATED

Manufacturers and Wholesalers of All Kinds of "If Anybody Can, We Can"

### HARDWOODS

West Virginia Spruce and Hemlock Long and Short Leaf Pine Virginia Framing

Finance Bldg.

**PHILADELPHIA** 



### A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

### The T. Wilce Company

22nd and Throop Sta. CHICAGO, ILL.

### BAY CITY, MICH.

The Largest Producing Center of Michigan Hardwood

"FINEST"

# Maple and Beach FLOORING

∴ Michigan ∴ Hardwood Lumber

Write for Prices

W. D. Young & Co.

# The Kneeland-Bigelow Company

#### BEECH

200 M ft. of 6/4 No. 3 Common 500 M ft. of 5/4 No. 3 Common

**MAPLE** 

750 M ft. of 5/4 No. 3 Common

## Oak-the Friend of the Family

OUR grandmothers cherished it—our granddaughters will demand it. Why should we, in our conceit, think we know better?

Regardless of the elements—of high water—of too much snow—of too little snow—or of any other phenomenon, OAK is one wood you can always get.

While its range of growth is so wide that there is an unending selection of grain, texture, color and figure, it attains the same dependable strength, the same ease of working, the same reliability in drying in all its habitats.

Mr. Woodworker, talk OAK to your trade:

Because the popular confidence in and friendship for this wood will help to sell your products made of OAK;

Because its price is never exorbitant (you can get more "class" with OAK for less money than with any other wood);

Because it offers such a pleasing variety of appearances that your trade can cater to the richest and the poorest without needing other woods:

Because its supply is constant and will not be exhausted—OAK is a known quantity.

Remember that OAK's consistent stability does not indicate that it is standing still. OAK is unequalled in lending itself to all changes in styles, patterns and finishes. OAK manufacturers are always ready to serve woodworkers in solving any problems occasioned by changing ideas of the public.

If you want any help, write

### Any Manufacturer on the Opposite Page

or

Oak Information Bureau, 707 Ellsworth Building, Chicago

# Dependable Distributors of

H. H. Hitt Lumber Co., Decatur, (See page 30.) Cromwell Hardwood Lumber Co., Montgomery.

#### **ARKANSAS**

ARRANDAS

Thane Lumber Company, Arkansas City.

Birs-Cook Oak Company, Blissville. (See page 44.)

Paepelse Leicht Lbr. Co., Blytheville and Helena. (See page 34.)

Penrod-Jurden & McCowen, Brasfield and Helena. (See page 10.)

Crittenden Lumber Company, Crittenden.

Fee-Crayton Hardwood Lumber Co., Dermott.

J. V. Stimson Hardwood Company, Helena.

J. H. Bonner & Sons, Heth. (See page 41.)

Little Rock Lumber & Manufacturing Company, Little Rock. (See page 51.)

Mulire Lumber Company, Marianna. (See page 41.)

Mulire Lumber Company, Weldon.

#### ILLINOIS

H. B. Blanks Lumber Co., Cairo. (See page 12.) Dermott Land & Lumber Company, Chicago. (See page 38.)

page 38.)
\*Utley-Holloway Lumber Company, Conway Bldg.,
Chicago. (See page 8.)
\*Wilhamson-Kuny Mill & Lumber Company, Mound
City. (Adjacent to Carro.)

#### INDIANA

S. Burkholder Lumber Co., Crawfordsville, F. M. Cutsinger, Evansville. (See page 41.)

Maley & Wertz, Evansville.

Bedna Young Lumber Company, Greensburg Chas. H. Barnaby, Greenesstle. (See page 41.)

J. V. Stimson, Huntingburg. (See page 56.)

Long-Knight Lumber Company, Indianapolis. (See page —.)

Long-Kingin Lumber Company,
page —.)
Coppes Bros. & Zook, Nappanee.
Wood-Mosaic Company, New Albany, (See page —.)
North Vernon Lumber Company, North Vernon.
C. & W. Kramer Company, Richmond.
\*Swain-Roach Lumber Company, Seymour. (See page —.)

page 39.)

• Fullerton-Powell Hardwood Lumber Company, South Rend
Cyrus C. Shafer Lumber Company, South Bend.

#### FORT WAYNE

\*Hoffman Brothers Company, (See page 12.)

#### KENTUCKY

Arlington Lumber Company, Arlington.
 Wright-Kitchen Lumber Company, Ashland.
 Clearfield Lumber Company, Inc., Clearfield.

W. P. Brown & Sons Lumber Co. (See page 4.) Churchill-Milton Lumber Company.

#### LEXINGTON

\*Kentucky Lumber Company. E. R. Spotswood & Sons. (See page 36.) Turkey Foot Lumber Company, Inc.

#### LOUISIANA

• The Ferd. Brenner Lumber Company, Alexandria. Boeuf River Ld. & Lbr. Company, Logtown. The Hyde Lumber Company, Lake Providence. Climax Lumber Company, St. Landry. Thistlethwaite Lumber Co.. Ltd., Washington. Mansfield Hardwood Lumber Company, Winnfield.

#### MISSISSIPPI

Alexander Bros., Belzoni. (See page 2.) Lamb-Fish Lumber Co., Charleston. (See page 43.) Paepeke Leicht Lumber Company, Greenville. (See page 34.) \*Taliahatchle Lumber Company, Philipp. Carrier Lumber & Manufacturing Company, Sardis.

#### MISSOURI

Long-Bell Lumber Company, Hdwd. Dept., Kansas City, Mo.
Tschudy Lumber Company, Kansas City.
Gailoway-Pease Co., Poplar Bluff. (See page 33.)
Baker-Matthews Manufacturing Co., Sikeston. (See

page 44.)
\*Arkla Lumber & Manufacturing Company, St. E. Powe Lumber Company, St. Louis.

#### NORTH CAROLINA

· Carr Lumber Company, Pisgah Forest.

#### OHIO

Yellow Poplar Lumber Company, Coal Grove. \*W. M. Ritter Lumber Company, Columbus. Barr-Holaday Lumber Company, Greenfield.

#### CINCINNATI

Bayou Land & Lumber Company. C. Crane & Co. (See page 45.) The John Dulweber Company. Hay Lumber Company. Hav Lumber Company. Mowbray & Robinson Company. (See page 33.)

#### PENNSYLVANIA

J. M. Murdock & Co., Johnstown. Aberdeen Lumber Company, Pittsburgh. Babcock Lumber Company, Pittsburgh.

#### TENNESSEE

• J. M. Card Lumber Company, Chattanooga.
Williams Lumber Co., Fayetteville. (See page 42.)
• Bedna Young Lumber Company, Jackson.
J. M. Logan Lumber Company, Knoxville.
Vestal Lumber & Manufacturing Co., Knoxville.
(See page 51.)
Little River Lumber Company, Townsend.

#### MEMPHIS

Anderson-Tully Company, (See page 51.)
Geo. C. Brown & Co. (See page 12.)
R. J. Darnell, Inc.
Memphis Band Mill Company.
Paepeke-Leicht Lumber Company. (See page 34.)
Penrod-Jurden & McCowen. (See page 10.)
Russe & Burgess, Inc.
J. V. Stimson Hardwood Company.
VandenBoom-Stimson Lumber Company.
V. W. Wheeler & Co. Wheeler & Co.

#### NASHVILLE

Davidson, Hicks & Greene Company. Farris Hardwood Lumber Company. (See page 44.) • Love, Boyd & Co. • John B. Ransom & Co.

#### VIRGINIA

U. S. Spruce Lumber Company, Marion. Boice Lumber Company, Inc., Richmond.

#### WEST VIRGINIA

\*\*Lewis Lumber Company, Albright.
The Alton Lumber Company, Buckhannon.

\* West Virginia Timber Company, Charleston.

\* Pardee & Curtin Lumber Company, Clarkeburg.
Maryland Lumber Company, Denmar.

C. L. Ritter Lumber Company, Huntington.

Rockcastle Lumber Company, Huntington.

Clay Lumber Company, Middle Fork.

The Parkersburg Mill Company, Parkersburg.

\* The Meadow River Lumber Company, Rainelle.

\* Warn Lumber Corporation, Raywood.

\* American Column & Lumber Co., St. Albans.

#### WISCONSIN

G. W. Jones Lumber Company, Appleton.

\*Oak Dimension Manufacturers. Firms in Heavy Type Have Individual Ads on Pages Designated.

### Wholesale Hardwood Lumber

NORTHERN and SOUTHERN

### **UPHAM & AGLER**

Throop Street nr. Twenty-second

THE

### Geo. F. Kerns Lumber Co.

Yards: MOUNDS, ILLINOIS
CHICAGO OFFICE, Fisher Bldg.

Manufacturers and Wholesalers

Southern Hardwoods

### Skeele-Roedter Lumber Company

**CHICAGO** 

Northern and Southern HARDWOODS

### CRANDALL & BROWN

Wholesale Hardwood Lumber

SUMD US YOUR LISTS COVERING MILE OF HARDWOOD LUMBER

Our Specialty is Cypress

3300 SOUTH RACINE AVENUE

#### **PREPAREDNESS**

for coming good times will make you SEND US YOUR INQUIRIES FOR

Our Specialties Oak, Gum, Cypress

### CLARENCE BOYLE, Inc.

WHOLESALE LUMBER
LUMBER ENCHANGE BLDG.
Yands at CHICAGO Band S. a. M...
First Mass. CHICAGO Band S. a. M...

### CHICAGO

History of the

### Largest Lumber Centre

in the

World

1.1

#### CHICAGO'S WOOD INDUSTRIES

Change's importance as a lumber center does not consit wholly withe fact that it is the greatest collecting and distributing point in the country for all kinds of lumber. That which is shipped to thicago in the rough does not all go out in the same form, nor is it all used in the caty as rough lumber. Its further manufacture constitutes a large midustry, or several industries. Planning mills and factories of various kinds work the rough lumber into commodities before it reaches the final user.

Chicago factories take 63 per cent of all the lumber going to factories in the whole state of Illinois. That is, more than three-fifths of all the articles made of wood in the state are made in Chicago. The total factory use of wood in the state is 1,751,536,120 feet a year, and of this amount, Chicago takes 1,116,855,120 feet.

The total receipts per annum of lumber of all kinds in Chicago is approximately two and a half billion feet. About 43 per cent of this passes through factories before the final consumer gets it. The remaining 57 per cent is either reshipped or is used as rough lumber in the city.

The Chicago factories pay annually \$31,975,688 for woods used by them. The figures vary to some extent from year to year, depending upon the condition of business, but the latest total was the sum given above. That is an average price of \$28.73 a thousand feet for all the factory lumber. The average price paid per thousand feet when the entire state is considered, is \$28.76, which is almost identical with the average paid in the city.

The species going to city factories number 71, according to the list compiled by Roger E. Simmons in his study of Chicago's wood-using industries.

Twenty of these woods are foreign and 51 grown in the United States; but the total amount of foreign and demanded by the city factories is relatively small. Twenty-two of the woods are soft woods and the remainder belong in the hardwood class.

ince next issue)

TRADE IN CHICAGO

### Chas. Darling & Co.

1200 W. 22d St. CHICAGO, ILL.

We Specialize in Oak and Birch

### J. M. Attley & Company

Southern Hardwoods

---SPLCIALTIES-

OAK, ASH, GUM, MAPLE

Thirty years in business
TRY US
We are tolerably honest

1209 Lumber Exchange, Chicago

#### G. W. Jones Lumber Co.

NORTHERN AND SOLTHERN HARDWOODS

ALWAYS IN THE MARKET FOR DRY STOCK

807 Lumber Exchange, Chicago

### Utley-Holloway Company

General Offices, 111 W. Washington St.

Oak, Ash, Cottonwood, Elm, Gum CHICAGO, ILLINOIS

BAND MILLS Helena, Arkansas—Kanema, Arkansas

### MAISEY & DION

**CHICAGO** 

Kiln Dried and Air Dried

Hardwoods

# AMERICAN WALNUT

Remember, American Walnut has been our specialty. We have the men, experience, equipment and stock to meet your requirements. large manufacturers using walnut during former years have placed their yearly requirements of quality and other specifications for lumber, with us, for cutting and delivering as needed during the year, and in this manner we are enabled to give them dependable service.

### We buy walnut logs in eighteen states Why?

In order to give our customers the different color, tone and figure which is produced in different sections. We have a large stock and can cut orders promptly.



Lumber Squares

*Furniture* Manufacturers

visiting Grand Rapids should call at our Salesroom and Warehouse

Leonard Bldg. 42-50 MARKET AVENUE Robert S. Woodbridge in charge. Veneers

Plain Figured Rotary Sliced

PICKREL

**COMPANY** WALNUT

ST. LOUIS, MISSOURI

### The Moisture Test Is Worth Money to Veneer Users!

Or the ture of the content of the New Methods of the transfer of the content of the pretion of the content of the content required by the individual user, has resulted in our making

hourly tests, with special equipment designed for the perpercent order that we may know that the product is right for each customer. This means that your drying problems are largely taken care of, and that the troubles due to the use of improperly dried material can be largely eliminated in your factory.

#### This Is Service, Which Costs You Nothing

Our prices are no greater than you would have to pay for similar stock elsewhere, and PJM Service is provided without cost to you. Since you are paying for it, whether you get it or not, why not take advantage of this and other features of our system of manufactures, and get rotary stock that is "made to order," and is produced exactly according to your special requirements? A test of our facilities is the best proof that we have something out of the ordinary to offer.

#### Why Our Rotary Veneers Make Repeat Orders

Our system of wat ling of erv for ture which affects the satisfactory use of the product is not only an advantage to the customer, but it means business for us. We seldom have a complaint, but most of our initial shipments are followed by repeat orders. "There's a reason," and the reason is the absolute uniformity of our stock, its accurate and uniform cutting, careful inspection and crating, etc. The use of mechanical driers enables us to ship stock that is flat and easy to lay. (Air-dried stock if you want it.) If you would like to solve your veneer problems and make a permanent connection that will insure satisfaction, drop us a line.



### Penrod, Jurden & McCowen, Memphis, Tenn.

INCORPORATED

Veneer Mill, Helena, Ark.

Lumber Mill, Brasfield, Ark.



### Walnut Lumber, Walnut Veneers, Walnut Satisfaction!

THE name "Penrod" has meant "Walnut" to consumers for the past thirty years, because during all that time we have been making and selling American walnut lumber and veneers exclusively. We believe that we can add that Penrod is also a synonym for satisfaction; for the experience which we have gained during our connection with the walnut business has been applied to the service of our customers, with the result that those who try out our facilities usually remain with us.

### PENROD-WALNUT

That is why we advise you to think of Penrod when you think of walnut. We believe we are in a position not only to give you whatever you may happen to need in the line of walnut material—whether it is lumber or thin stuff, figured or plain wood—but to give you the kind of service that will make for satisfactory use of our material. We are not content merely to sell you—but we want to know that the stock we ship makes good on the job!

Let us tell you more about what we can do for you

### Penrod Walnut & Veneer Co., Kansas City, Mo.

"Walnut Specialists for Thirty Years"

# The Largest Stock of Walnut Lumber in America Is Here!

H.A. McCowen & Co., of Louisville, Ky., and the East St. Louis Walnut Company, of East St. Louis, Ill., have the stock of walnut lumber listed below. This is not a complete list, but it will give you an idea of its extent. This lumber is dry and ready to ship, and we can load a car the day we get your order. In buying walnut, please remember this: we have the stock. Look over the following list, and send us your inquiry.

	Width	Length	Amount		Width	Length	Amount
1/8"	1s & 2s 6" & up	8' to 16'	2000 Ft.	5/4"	1s & 2s 6" & up	6' and 7'	8000 Ft.
1/4"	1s & 2s 6" & up	8' to 16'	4000 Ft.	5/4"	1s & 2s 6" & up	8' and 9'	20000 Ft.
3/8"	1s & 2s 6" & up	6' and 7'	5000 Ft.	5/4"	1s & 2s 6" & up	10' to 16'	21000 Ft.
3/8"	1s & 2s 6" & up	8' to 16'	50000 Ft.	5/4"	1s & 2s10" & up	8' and 9'	11000 Ft.
3/8"	No. 1 Com 4" & up	4' to 16'	50000 Ft.	5/4"	1s & 2s10" & up	10' to 16'	7000 Ft.
1/2"	1s & 2s 6" & up	6' and 7'	7000 Ft.	5/4"	1s & 2s18" & up	8' to 16'	1000 Ft.
1/2"	1s & 2s 6" & up	8' to 16'	56000 Ft.	5/4"	No. 1 Com 4" & up	4' to 16'	17000 Ft.
1/2"	1s & 2s10" & up	8' to 16'	40000 Ft.	5/4"	No. 2 Com 3" & up	4' to 16'	77000 Ft.
1/2"	1s & 2s14" & up	8' to 16'	6000 Ft.	6/4"	1s & 2s 6" & up	8' to 16'	1000 Ft.
1/2"	No. 1 Com 4" & up	4' to 16'	30000 Ft.	6/4"	1s & 2s10" & up	8' to 16'	11000 Ft.
5/8"	1s & 2s 6" & up	6' and 7'	1900 Ft.	6/4"	No. 1 Com 4" & up	4' to 16'	18000 Ft.
5/8"	Is & 2s 6" & up	8' to 16'	70000 Ft.	6/4"	No. 2 Com 3" & up	4' to 16'	10000 Ft.
5/8"	1s & 2s10" & up	8' to 16'	50000 Ft.	8/4"	1s & 2s 6" & up	6' and 7'	1400 Ft.
5/8"	1s & 2s14" & up	8' to 16'	3000 Ft.	8/4"	1s & 2s 6" & up	8' to 16'	3200 Ft.
5/8"	No. 1 Com 4" & up	4' to 16'	1000 Ft.	8/4"	1s & 2s18" & up	8' to 16'	3000 Ft.
5/8"	No. 2 Com 3" & up	4' to 16'	3000 Ft.	8/4"	No. 1 Com 4" & up	4' to 16'	17000 Ft.
3/4"	1s & 2s 6" & up	6' and 7'	. 3000 Ft.	8/4"	No. 2 Com 3" & up	3' to 16'	52000 Ft.
3/4"	1s & 2s 6" & up	8' to 16'	14000 Ft.	10/4"	1s & 2s 6" & up	6' and 7'	300 Ft.
3/4"	1s & 2s10" & up	8' to 16'	55000 Ft.	10/4"	1s & 2s 6" & up	8' to 16'	2000 Ft.
3/4"	1s & 2s14" & up	8' to 16'	27000 Ft.	10/4"	1s & 2s10" & up	8' to 16'	6000 Ft.
3/4"	No. 1 Com 4" & up	4' to 16'	140000 Ft.	10/4"	No. 1 Com 4" & up	4' to 16'	100 Ft.
3/4"	No. 2 Com 3" & up	4' to 16'	4600 Ft.	10/4"	No. 2 Com 3" & up	4' to 16'	5000 Ft.
4/4"	1s & 2s 6" & up	6' and 7'	25000 Ft.	12/4"	1s & 2s 6" & up	6' and 7'	500 Ft.
4/4"	1s & 2s 6" & up	8' and 9'	18000 Ft.	12/4"	1s & 2s 6" & up	8' to 16'	11000 Ft.
4/4"	1s & 2s 6" & up	10' and 11'	22000 Ft.	12/4"	1s & 2s10" & up	8' to 16'	6000 Ft.
4/4"	1s & 2s 6" & up	12' and 13'	21000 Ft.	12/4"	No. 1 Com 4" & up	4' to 16'	200 Ft.
4/4"	1s & 2s 6" & up	14' and 16'	20000 Ft.	12/4"	No. 2 Com 3" & up	4' to 16'	2500 Ft.
4/4"	1s & 2s10" & up	8' and 9'	1000 Ft.	16/4"	1s & 2s 6" & up	6' and 7'	400 Ft.
4/4"	1s & 2s10" & up	10' to 16'	4000 Ft.	16/4"	1s & 2s 6" & up	8' to 16'	5000 Ft.
4/4"	1s & 2s18" & up	8' to 16'	2000 Ft.	16/4"	1s & 2s10" & up	8' to 16'	1500 Ft.
4/4"	No. 1 Com 4" & up	4' to 16'	440000 Ft.	16/4"	No. 1 Com 4" & up	4' to 16'	1500 Ft.
4/4"	No. 2 Com 3" & up	4' to 16'	280000 Ft.	16/4"	No. 2 Com 3" & up	4' to 16'	1800 Ft.

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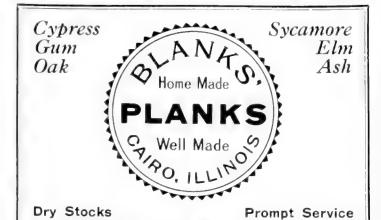
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Hoffman Bros. Company, Fort Wayne, Ind.





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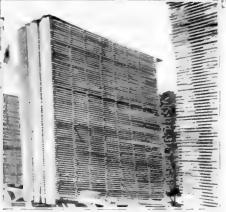
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4. to number of piling sticks and method of stacking

Detroit—the city blessed by "war babies"—has a particular manufacturer of interior trim, who is also a good lumberman and knows values from A to Izzard. He contributes the following:

"Replying to your favor of the 2nd, in which you request us to give our opinion regarding the Kraetzer-Cured Gum lumber which we have been purchasing from you for some time past, would state that it gives us great pleasure to advise that the quality of your stock has been very satisfactory, both as to grade and texture, but what appeals to us most is the evident care which you use in manufacture, referring particularly to the fact that your stock is very straight and flat, and also of a uniform color.'

Some serious thought expressed in these few lines written us. We have demoncity to lelp bu

GEO. C. BROWN & COMPANY
Manufacturers St. Francis Basin Hardwoods. Tennessee Aromatic Red Cedar. Band Mill-Proctor, Ark. General Offices, Memphis, Tenn. 



# PdWood Recop

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging. Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

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No. 12



### Review and Outlook



#### General Market Conditions

THE TONE OF OPINIONS on market conditions in the hardwood business at present is distinctly colored by the locality from which the speaker might come and on whether or not he is in contact with any other part of the producing or consuming sections. If he comes from the East he will dwell primarily on the sustained embargoes against the shipments of lumber on the eastern roads. He will say he never has seen such a call for stock nor so much difficulty in furnishing it both because it is hard to get it from the mill, and because it is hard to get into the buvers' hands. Occasionally someone is found who is wise enough to appreciate that under the conditions existing in the East there are probably three or four inquiries or even three or four actual orders placed for any line of hardwood stocks to one delivery of that stock. In other words, nobody knows whether or not lumber is going through. This applies both to the buyer and the seller. Therefore as the buyer knows it is an easy thing to cancel an order, and as he wants to take advantage of every opportuniity for getting his stock when he needs it, he orders from three or four people at the same time, and the man who gets the lumber in first gets the check in payment. The others receive requests for cancellation of the order. So the demand from the East, as far as the use of hardwood lumber is concerned, while basicly really excellent, is not inflated as it would appear to be on the surface.

If the speaker came from the middle western section, he possibly would say that he wasn't quite satisfied with the way the factories are buying, but that he can get orders for all the stuff that he can handle, at fair prices.

In the Mississippi producing section everyone is concerned chiefly with the problem of getting his logs in and the lumber out. They never know when additional high water or excessive rains will put their woods in such shape as to make logging impossible. In fact, there has been a recurrence of the condition immediately following the high water, and there will be continued uncertainty until the rainy season is well over. In the meantime there hasn't been an excessive production. The operators back further east in the mountains have been forced to fill in where their Mississippi brethren could not handle the orders, and as a consequence they are absolutely cleaned up on dry hardwood stocks. This is an actual fact in a majority

Regardless, however, of how the individuals' views may be expressed, there is one underlying opinion that is decidedly optimistic in its tone, both as to what is happening now and what may happen in the next three to six months. It is quite possible that, with company after company announcing that this or that month in the last

two or three was the best in the history of its business, there has not been quite so much genuine optimism or optimism so universally pronounced before in the history of the hardwood trade.

Getting right down to the state of affairs, the factory trade in some sections isn't buying so much as had been expected. In other sections it is taking more than was anticipated, and it is quite likely that the two conditions rather even up. By the "factory trade" is meant that section which makes various articles from hardwood lumber exclusive of materials actually used in building construction, such as interior finish, planing mill products, etc. The latter class of institutions has been sailing along under flying flags, and is coming into the home stretch with one of the best building seasons on record immediately before it.

Railroads are shown to be in really prosperous condition again, and it is difficult to see any possibility of their getting beyond the buying point at any time in the discernible future.

It should be borne in mind, for the benefit of the pessimists, that regardless of the specific proofs pro or con on the question of good business, the hardwood trade in its personnel is in an exceedingly pleasant frame of mind now, and that there is no demoralization whatever, but a real tendency toward upward prices, and further it must be remembered that this upward tendency comes in the face of an almost total elimination of foreign consumption, which means that domestic conditions must have been decidedly healthy in the last few months to have absorbed the excess which normally would have gone abroad.

It must also be remembered that up to a certain time in 1915 stocks were pretty heavy, at least at all of the mill points, and that these excess stocks have not only been taken care of by the home market in the absence of any real possibility of shipping abroad, but the balance between supply and demand has been consistently maintained to the advantage of the producers, and there is promised an even stronger sellers' market.

#### The Cover Picture

WATER IS THE CHEAPEST CARRIER where it is available. Artificial waterways have been constructed in all parts of the civilized world to carry heavy freight. Canals may be dug in the ground and boats and rafts may pass through them; or water may flow through aqueducts above ground or on its surface.

The cover picture shows an aqueduct, and in this instance it is called a log chute, because it was built as a carrier of logs. It is situated on Madawaska river, a branch of the Ottawa, in northeastern Ontario. The chute is 900 feet long and makes a short cut across a bend of the river. Between the points where the chute leaves the river and reaches

it is the state of the state of the contract that reason have the contract of high I see the steep and the waters convert the less about the con-Committee of the party of five a rook high to their almost and the and the second second 21 117. tarred to present designing as the care of the later of the order of a concorves where the abote to be is the compact of the legal and the I to win a series. They have seen with the this chapmen The stellar owner is third the conor protypose the year Water is let into the chute from the river through a sluice gate. When the gate on and there it is strained by the second

The state for transferring a three given error in moral use of various parts of the country, it to be a constant evidence in mountainous regions where the topography is rough. If the chute is long it so crimarily excelled orders. In the we term mountains lander flumes thirty, forty, and even sixty miles in length have been built and successfully operated. The most difficult problem in operating a long flume is to maintain in it a sufficient depth of water to float the lumber. There is constant leakage, and frequent supplies of water must be provided.

Flumes of considerable length are built of sawed lumber, because logs cannot be fitted closely enough together to retain a flow of water a great distance; besides, the construction of a flume of logs is expensive. Flumes for carrying lumber are generally V-shaped. Such are cheaper to make, easier to maintain, and less water is required. There is practically no limit to the quantity of lumber that a well-planned flume will carry. Jamming is the principal peril. An obstruction at some steep incline or sharp curve may throw many thousand feet of lumber out of the flume before the jam can be broken or the rush of lumber stopped.

#### A Scrap of Paper

THE VALUE OF A SCRAP OF PAPER depends upon where it is, what it stands for, and what use is made of it. Some months ago diplomats of world-wide reputation discussed the question whether a "scrap of paper" was worth quarreling over. At the present time the controversy has broadened, and business men, rather than diplomats, are discussing the value of paper scraps in the form of waste paper.

Three departments of the government have lately published notices to the public, calling attention to the country's shortage of paper and urging people to collect waste paper and sell it. The price of such has gone up from 200 to 300 per cent, based on prices of a year ago. The paper mills can use the waste paper to advantage in manufacturing cheap stock and cardboard. Waste now sells for nearly as much as white news was bought for a year or so ago. The waste paper output, to be collected from ash cans and waste baskets, amounts to more than a million tons a year in the United States. A campaign is now on for utilizing this great supply. It can be sorted and employed for various purposes. In some instances the dyes and chemicals in colored papers are worth extracting. Wrapping papers and cheap cardboard can be made of others. One of the largest demands for such waste comes from manufacturers of fiber and pulpboard boxes.

The cause of the paper shortage in this country is said to be the embargoes on pulp shipments from Norway and Sweden and on rags from England. The higher grades of paper in this country seem to be hardest hit. On some of these the prices have gone up 100 per cent since the war began, and cheaper grades have been affected also.

It is believed that the makers of fiber boxes will feel the effect of increased prices of waste sooner than regular paper makers, because these boxes are made largely of such material. It is not improbable that the increase in cost of waste will force up the prices of fiber board boxes and shipping containers until they cannot compete with wooden boxes in price. If that should come to pass it will be found that the waste paper supply will have a direct influence on the lumber business. If shippers who have been using fiber containers cannot buy them more cheaply than wood, they will use the wooden box, because it is better in so many ways than the fiber container.

A shortage of printing and wrapping papers cannot become very

acute in this country, for there is too much raw material of which to make them. The torests contain almost unlimited supplies of pulp-word and the straw fields and flax patches furnish a wealth of material for various grades of paper. Some time will be required to adjust the paper business to changed conditions, but there is no danger of a scripus and permanent, hortage in papers necessary to carry on the country's business. Meanwhile, it will help the situation if every scrap of paper is saved.

#### To Conserve Valuable Timber

NOTHING IS MORE DIFFICULT than to arrive at a satisfactory idea of the amount of walnut timler in the United States and the probable duration of the supply. It is entirely safe, however, to state that there will be enough timber to take care of all requirements for a great many years to come. The active revival of interest in this beautiful American wood has resulted in a good many efforts to determine how long the supply would last, but for many reasons this has been impossible. Aside from the widely scattered range of American walnut, the difficulty of ascertaining the possibilities from cut-over timler is probably the greatest reason why it has not been possible to form accurate conclusions.

A prominent walnut manufacturer, in commenting on the walnut stumpage situation a short time ago, stated that it is surprising to note the amount of stuff that can be taken out of a territory supposedly cut over. This manufacturer operated in a certain central location a number of years ago and left because it appeared that the available trees had been pretty well worked up and the remainder did not appear to be worth making further effort. Since establishing himself permanently in another location he has on two or three occasions gone back to the very country where he originally operated, and from which he thought he had taken out all of the walnut, and gotten substantial quantities in each case.

It is apparent that with the good growth of the timber it would be a very simple matter to apply an intelligent, easy-working plan of cutting that would absolutely insure a permanent supply of black walnut logs. The principal enemy to such a project is the agriculturist who cuts over his woodlot to put it into farm. Thus by clean-cutting the entire tract he eliminates the possibility of further merchantable stock where the larger logs have been culled. In view of the undoubted permanence of the walnut market, and in view of the peculiarities in the range and growing habits of the timber, it would appear to be a very sensible thing for everybody owning walnut trees to consider the likelihood of maintaining a steady income by treating the trees according to the most simple formulae of forestry, thus providing new cuts every six or eight years after the merchantable trees have been culled out and the younger ones given an opportunity of further development.

#### Farm Forestry Problems

IF SOME ONE SHOULD ASK THE QUESTION how many fence posts are used every year by farmers in the United States, no man could give a correct answer. Nobody knows. The number is enormous. The estimate has been made that twenty-five posts are required to fence one acre, as the average farm is laid off in fields and lots, and that the average life of a fence post does not exceed ten years. These estimates may be too small or too large; but it is not necessary to be exact, because the fact is not disputed that great numbers of posts are needed every year by farmers; probably no fewer than 25,000,000 annually by a state like Indiana, and there are forty-eight states.

The farmer is busy with his own work and he may feel that a consideration of forestry is none of his business, but belongs to the lumberman or the professional forester and has to do with large areas only in the country's timbered regions. That is a mistaken view. The fence post problem is the farmer's own problem. He can either solve it himself or he can pay someone handsomely to solve it for him.

Nearly every farmer can grow his own fence posts, if he will, and to that extent he may become a practical forester. Trees will

grow wherever farming is done, and there are often steep, stony, or swampy corners where trees will prosper better than any other crop. Large numbers of farmers are growing their own timber, but many are not doing it. The production of a crop of fence posts is simple, and it does not require the long time necessary for growing saw timber.

No matter in what part of the United States a farm is situated several kinds of trees suitable for posts will grow there. The following species are on the list. Any of the numerous cedars of this country; any species of locust; chestnut, catalpa, osage orange, white oak, sassafras. All of these resist decay a long time without artificial preservative treatment. They grow with fair rapidity, and the better the soil the faster they grow.

The natural forests of the country still supply all the posts needed, and can continue to do so for years, but the first cost and the freight charges on long hauls make them quite expensive by the time they reach the farmer. Individual orders for as many as 100,000 posts have gone from Illinois to Oklahoma, and orders of equal size have gone from Nebraska. This is legitimate trade and no one should find fault with it, except that farmers might grow their own posts and leave forest-grown timber for other uses, where it is all needed now or will be shortly.

The farmer's woodlot need not be restricted to growing posts. It might grow saw timber also to finish the fence, and some besides for new buildings. Advocates of forestry and conservation would do well to push their propaganda work along that line. It is a field that offers great possibilities.

#### Value of Statistics

IT IS NOT AN UNUSUAL THING to hear persons speak in contemptuous terms of statistics, and condemn them as useless and impracticable. These same persons, if they are successful business men, would not condemn or ignore an inventory or stock list of their own property. The merchant takes stock and the list is interesting to him, and he would not undertake to do business without it.

Statistics compiled by large associations or by the government are simply inventories of assets and liabilities; only lists of what was on hand at the last stock taking. Those who would have a comprehensive view of large affairs can no more afford to despise such statistics than they can afford to ignore the lists of stock on hand in their own business. It is perhaps too much to expect every man to take an active interest in general affairs which do not immediately concern him; but he might, at least, show interest in his own special line.

But to come to a concrete instance on a large scale of the value of statistics, it is only necessary to cite Germany at the present time. The letters of Carolyn Wilson and other correspondents who have recently traveled in that country tell a wonderful story of the practical value of schedules of assets—in other words, statistics. In its present unfortunate situation Germany finds itself surrounded by enemies and cut off from the rest of the world. It must depend upon itself for everything it uses. The problem of maintaining sufficient resources to meet vital needs is as serious as ever confronted a large nation.

What did the Germans do? The first step was to make a complete inventory of their entire resources; a thorough set of statistics. They listed the last ton of potatoes, the last bale of hay, bushel of wheat, rye, oats, the beets, the butter, the timber, horses, paper, coal—in short, everything that concerned the food, clothes, and existence of the people. The next step was to apportion these resources equitably among all the people so that not one individual failed to get his share, and not one pound went where it was not needed.

Here is seen the most pointed and practical lesson on the value of statistics that the world has ever witnessed.

Can we learn anything from it? It is to be hoped that we shall never be called upon to learn the lesson in the severe school of experience the Germans have, but American business men ought to be able to profit by it. From the government down

through large commercial associations and business corporations, to private business men, the value of taking stock ought to be better understood; and once understood, the knowledge should be turned to account. When we know what we have on hand, we can better figure out what to do with it. Values and prices can be fixed and regulated. Statistics and forecasts of the cotton, tobacco, and wheat crops are of great value to those doing business in those commodities, because they can shape their transactions in accordance with known facts.

Lumbermen and dealers in forest products are entitled to the same kind of information in their line. The government is working to get it. For the first time in the history of this country, the annual lumber cut is being published while it is fresh and while it has value to the lumber dealer. Heretofore, the statistics of lumber output were not published until they were from one to two years old. This year the figures are coming out already for 1915. Users of lumber now know what the supply is, and they can figure on cost, price, and distribution.

It is to be regretted that the government does not extend its yearly stock taking to include cooperage, veneers, tanning materials, poles, crossties, wood distillation, and naval stores, in the same way that it compiles figures on lumber. Such an extension would be a great help to men engaged in those lines.

#### History May Repeat

A N INTERESTING CHAPTER IN RED GUM'S HISTORY may be repeated, with a slight variation of circumstances. Some years ago this wood was in great demand in England for street paving blocks. The introduction of Jarrah, an Australian wood, crowded it out of that market. Contractors who were left with stocks of gum on hand were compelled to seek new markets in order to save themselves. They were successful in finding American markets for their gum, and that was the real beginning of this wood's popularity at home. It more than recouped in the United States what it lost as paving wood beyond the sea. Its loss in one quarter was turned to permanent gain in another.

The repetition which seems to be coming promises a further extension of the use of gum, not in order to make good in one place what it has lost in another, but to capture ground which another wood is losing on account of prohibitive freight rates. The wood for which gum is in a fair way to become a substitute is mahogany. It is not likely to become an imitation of mahogany, but to take that wood's place for certain purposes.

There is plenty of mahogany in the woods, but it is in Africa and Spanish America, and war business has advanced freights to such a point that mahogany is no longer crossing the water. Ships to carry it cannot be had.

The result is beginning to appear in the United States. Users of mahogany, whose supplies are running very low, are looking for some wood to take its place for high-class furniture and finish. Red gum and black walnut are considered favorably. There is no question that enough gum can be had; but the supplies of walnut have been so heavily drawn upon for war purposes that some prospective users fear that they cannot get all they want.

Mahogany has been so long before the public, and its qualities are so well known and its uses so firmly established, that manufacturers who have been accustomed to use it will regret to change to another; but if force of circumstances compels a change to others, it is fortunate that this country is so well provided with excellent woods to take its place. A story is being told that a large importer of African mahogany, not being able to obtain supplies, bought a ship and sent it to West Africa for this wood. Arriving on the African coast he discovered that he could make so much more money hauling freight for others than by carrying logs for himself, that he put his ship to work carrying munitions, and left his mahogany in Africa. Under circumstances such as these it is easily understood that little mahogany will arrive in this country until conditions change; and appropriate native woods will be called upon to meet increased demands.



### Steam Specialties in Sawmills



the deck across the log trough to cut the logs into proper

As soon as cut to

length, the log is thrown out of the

log trough onto an inclined deck by

means of the steam kicker or log unloader. This ma-

chine is very simple as shown in the

illustration. As

many kicker arms as

length of log re-

quires can be used.

This machine and the

drag saw or cut-off saw are operated by

and loader. A full deckload of logs can be held

lengths.

me lines of the second of the

saw machine with steam dog for holding the log. These devices enable cutting the log into the desired length aimost instantly. It is then loaded onto the car haulup or engless chain and quickly drawn into mill. If an endless chain is used, the drag saw or a circular cut off saw with

to long, it was cut too long, it was cut two long, it was cut two men, using an it was the pulled or rolled onto same, when it was necessary to turn the log on the carriage the canthooks again were used to

THE WAR WAS STEAM DRIVE SAME MACHINE

to the wave of the contract of the tenth of the sky mer on the probability to the tenth wave done in a

slightly easier manner by use of overhead and friction log turners. The earriage was moved in and out of cut by a rack and pinion feed,

later by friction and cable feed, both slow and rigid, and in this manner the log was slowly cut into proper dimensions, the lumber or cants dropped onto dead rolls, or in some cases live rolls, and carther edger, lifted off by band, put through edger hand to the trimmer, and from there by hand and

With the advent of the steam specialties and consequent increased production the other machinery throughout the mill had the for the state and up to the work required of it. Transfers and conveyors were added and the capacities of the old style nulls were at first doubled,

one man who also operates the car haulup or jacker rig, and is now the only man necessary on a modern up to-date- log deck.

As soon as the log is kicked out of the trough onto the inclined deck it rolls by gravity down against the arms of a steam log stop

STUAM CIRCULAR CLICHT SAW

in many cases more than quadrupled.

New, take another trip through a modern, up to date mill, starting at the same point. At the foot of the slip one will find a steam drag

The second of th

in place by this loader. The arms of same are so formed that when steam is applied to cylinder, the front part of the arm drops down out of the way, permitting the log to roll onto the carriage. At the same time, the back end or heels of the arms comes up between this log and the next, holding it until stream is applied to the other end of loader cylinder, throwing the front end of arms back into position, then next log rolls down against the arms ready to be loaded when needed. The loader is operated at will; the sawyer by simply stepping on a foot treadle rolls the log onto the carriage, and removing foot causes the cylin-

der to reverse the arms and block the next log.

Now into use comes one of the greatest, if not the greatest, labor saving and capacity increasing devices ever put into a saw-mill—the steam nigger. Operated by a lever in the hands of the sawyer, it reaches back, gets the log from where the loader left

it, loads it onto the carriage, turns it to any desired position or crowds the log up against knees if necessary, and does it all more quickly than you can read this description of its actions. The kicker or log unloader, the log stop and loader and the steam nigger save the use of two or three men on the log deek and permit the handling of logs in such a rapid manner that the entire capacity of the steam feed can be utilized. Without the aid of these appliances the steam feed could not be worked to capacity, as the number of logs necessary simply could not be put onto the carriage by any other method.

The carriage is operated by means of either twin engine or shotgun feed, preferably the latter, especially for short logs. The shotgun feed is quick, powerful and elastic. If a small log is on the carriage, it can be shot through the saw at a fast rate of speed; if large and hard, the feed can be moved as slowly as desired, feeding all that the saw will cut. On the gig back, it is so fast that practically no time is lost getting back for the next cut. It is the pacemaker of the mill. The sawyer who operates the log stop, nigger and feed is the heart of the mill. He can make it a success or failure. Only the best should be considered for this important position.

Steam or air cushions are located at each end of the carriage track for preventing damage to the carriage and providing safety for the riders. If the logs are very large and heavy, knees of the carriage can be operated by steam set works—another great labor saver.

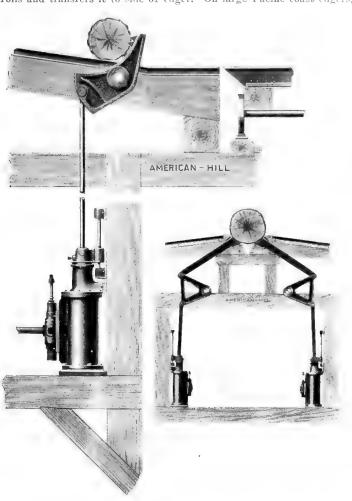
When a gang or resaw is used in connection with mill, as soon as cant reaches proper position on the live rolls a steam trip throws it onto the transfer chains, which carry it to the resaw or gang. These trips can also be used back of gang for throwing stock off of the gang rolls. If the stock is to go from saw to edger, it passes along the live rolls until it hits a stop. This stop works a steam cylinder operating a skid lifter which instantly raises the stock off from the rolls and transfers it to side of edger. On large Pacific coast edgers,

steam cylinders are used for raising and lowering the rolls on same. Back of the edger a similar steam skid lifter can be used if desired to transfer lumber onto the trimmer transfer chains. The trimmer saws on many machines are now raised and lowered by means of steam or air cylinders. From the trimmer the lumber is carried to proper pockets by lumber sorters. From these pockets it is taken by various improved methods to the piles or kilns.

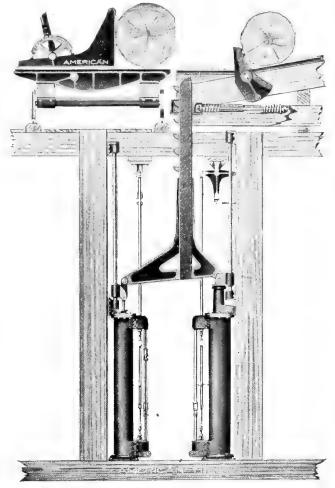
In the live rolls opposite the slab slasher a steam skid lifter, similar to that already described, can be used to throw slabs onto the slasher chains, which feed them continually through the saws. At any other desired point in the live rolls a steam jump saw or circular cut-off saw with steam-actuated cylinder can be located for cutting off slabs or timbers. There are many other minor steam appliances used in various mills, but space forbids going into details.

Going back through the special machines. Without question, the two greatest labor savers and capacity increasers are the steam feed and steam nigger—they were also the first great improvements to appear. They came on the market about the same time, the feed first, the nigger following shortly afterward. The feed was the invention of the late D. C. Prescott, the steam nigger of the late William E. Hill. The sawmill world is indebted to these two men more than to any others for the modern fast cutting, up-to-date mills of the present day. What could be accomplished in the sawmilling business today without the aid of these machines? Electricity is coming into use largely in modern mills, but it is doubtful if any such improvements and increased capacity will result as did from the use of the steam specialties.

The illustrations used in connection with this article show the very latest and most improved styles of steam machines mentioned. They were furnished Hardwood Record by Anthony S. Hill, sales engineer for the American Saw Mill Machinery Company of Hackettstown, N. J. This company announces its entrance into the field as a builder of heavy duty sawmill specialties.



AT LEFT-LOG STOP AT RIGHT-LOG KICKER



STATIONARY CYLINDER STEAM NIGGER



### English and French Timber Trade



Britain. The reasons for France's smaller importations of timber are:

France is a timber producing country. About 24,021,587 acres are under forest, all of which is carefully managed by the government to prevent overcutting and secure the maximum permanent timber production. The quantity of timber cut each year approximates 910,73; and the country of timber cut each year approximates 910,74; and the torsaw timber; the remainder consists of rough wood. The timber production of the country, added to the imports, which in 1913 were 177,551,000 cubic feet, gives an annual per capita consumption of timber for the country of about 27 cubic feet.

France is not so great an industrial nation as Great Britain. Although the per capita consumption of timber in France is twice that the training for the training sector rough wood, which under the system of utilization of the forests, can be secured in the country. Out of 27 cubic feet of timber used per head per year, only 7 cubic feet is saw timber; the remainder is fuel, poles, pickets, used in rural operations. In Great Britain, of the 14 cubic feet per head used annually, 12.2 cubic feet is saw timber and only 1.8 cubic feet firewood and rough timber.

An overwhelming proportion of the timber imports into France are from European countries. The only products of importance purchased by France outside Europe are southern yellow pine and oak from the United States, oak from Japan, and Dougias fir from Canada and the United States. Match splints, chiefly of aspen, and white pine are imported; 4 per cent comes from the United States and the remainder from various European countries.

The lumber imported into France is chiefly cut in inch sizes. Over 60 per cent of the softwood lumber imported into France is between the last tenth of the softwood lumber imported into France is between is lumber less than 1% inches in thickness, and the remainder is timbers and logs. The average price of this class of material imported was, before the war: Less than 1% inch, 34 cents per cubic foot; 1% to 3½ tuch, 36 cents; over 3½ inch, 23 cents; rough logs, 25 cents.

Oak is chiefly used in industries, furniture and house trim. The important purchases are from the United States, Russia, Japan and Anstria Hungary. The imports of oak have been on the increase during the past three years. Large quantities of oak elaphoards are imported to France. Oak is a very popular wood in France and is used in building and manufacturing and as finish where other woods are now substituted in other countries. This may be due to the fact that two fifths of the forests of France are oak (10,000,000 acres)

There are 25,471 miles of railroad in France, in which are over 60,600,000 thes. Hardwood ties are preferred. Beech and oak are the most commonly used. Cluster pine, Scotch pine and spruce are also used. No ties are used without crossoting. The average life of crossoted beech and oak is from twenty to twenty five years. The pines gives a life of from fifteen to eighteen years, and spruce eight years. Very rough ties are accepted, particularly in oak, many being crooked, half round, irregular in shape and size.

The annual requirements of the French railways are 6,000,000 ties. About 5,500,0000 are produced locally and 500,000 imported.

In mediately after the war there may be a demand for imported ties. One by set the market in France will remain limited to about one-tenth of the man ill requirements of the country.

It is a sate conclusion that large quantities of timber from North Arrival and the control of th

#### Wood for Tobacco Pipes

Visit violates and a test of weed at ears and yearly in the Usate States a tree of a taken of total oppose. Corneol's are not included in this figure. Neither are the pipes included which are made in foreign countries and brought wholly manufactured into the United States.

The wood used in largest quantity is called French briar. It is not a vine, but a small tree belonging to the heath family. It is often spelled bruyere. It grows in the south of Europe and the large roots are used by pipemakers.

The next most important pipe wood of this country is mountain laurel or ivy, and in this case also, it is the root that is used. The principal supply is procured in North Carolina, but the laurel is abundant in many other regions. Osage orange or bois d'arc from Oklahoma and Texas is in considerable demand; and some wild black cherry and choke cherry are used, especially for long stems. Many other stems are made of a climbing vine known as sarsaparilla, common in the hardwood regions of this country. This vine is naturally porous and it needs no boring to complete the stem. In that respect it is like some species of rattan.

The pipe maker is pretty choice in his selection of wood, particularly for high-grade pipes. Several qualities must be present. Proper color is essential; but that may be secured by artificial means if it does not belong to the wood naturally. The finished pipe is of some dark shade, either black or dark reddish. French briar and mountain laurel need little artificial coloring to make them suitable.

Wood for high grade pipes must be brittle, with a tendency to crumble under the cutting impact of tools. Any disposition to split is fatal. It must cut about the same in all directions in order that a good surface may be secured.

Porous wood with well defined rings of growth is not wanted, because the bands of pores offer less resistance to the cutting tools than as offered by the bands of solid wood, and clean cuttings and smooth surfaces are not secured. The almost total absence of growth rings in laurel and French briar gives them their principal value in the eyes of the pipe-maker.

This holds true in particular for such pipes as are made all in one piece, stem and bowl. Many high-class wooden pipes are so made. The stem is bored with a fine drill, and it is a difficult thing to do, unless the wood is all of one density. If there is a soft porous band, the drill may follow it and spoil the stem. Stems of small cherry twigs are easy to bore, because the drill follows the pith down the center.

Various hard, dark woods from different parts of the world are used to some extent by pipe-makers; but at this time a persistent search for suitable material is being made among American woods.

The average factory owner will make fun of his wife's disposition to go bargain hunting for things at the stores, but when it comes time to buy a new machine, he will shop around with the same bargaining in-tinct; and he will get stung just about as often as his better half does.



### Practical Mahogany Planting



Professional foresters who are familiar with tropical forests and forestry are occasionally called upon to furnish practical information

in reference to planting and cultivating mahogany trees. The demand for mahogany lumber, especially in the American markets, and the extensive tracts of unused land suitable for growing the American mahoganies, serve as an inducement to intelligent landowners and corporations to turn their attention to these trees. For the production of artificial groves, timber belts, and shade for public roads mahogany is preeminent over all other varieties of tropical American timber trees. It is without doubt among the most profitable kinds for forestry purposes and is at the same time one of the most widely distributed of all tropical evergreen trees. In its natural range it grows more or less sparingly from Tampico in Mexico southward through Central America into South America and through the principal islands of the West Indies, including the extreme southern portion of the state of Florida.

Its natural range, however, has been increased to the south by planting. In the Guianas, northern and eastern Brazil, the tree has been planted in a small way, chiefly for shade, and grows remarkably well. In East and West Africa small experimental plantations of the American mahogany have also been successfully made, and in India it thrives equally well and makes phenomenal height growth during the first two decades of its existence. A great many

fine trees are now growing in parts of India, Ceylon, and the Sunda Islands. In fact, plantations have been made in the Philippines and also in the Fiji Islands with evident success. Thus far in tropical

America mahogany has been planted to a very limited extent for the timber, to a greater extent for shade and ornament.

#### KINDS OF MAHOGANY

There are two distinct species of commercial mahoganies growing naturally in tropical America. One is the Spanish or small-leafed mahogany (Swietenia mahagoni Jacq.) and the other is the Mexican or large-leafed mahogany (Swietenia macrophylla King). There is a third kind which some botanists

reported from Venezuela, but its presence there seems doubtful. The Spanish mahogany is usually found growing on the uplands and welldrained areas. It has small leaflets of



YOUNG MEXICAN MAHOGANY TREES GROWING IN TRINIDAD; THEY ARE 21 YEARS OLD.

a dull-green color and an open crown. The wood is hard, heavy, compact, darkcolored, and many of the logs exhibit considerable figure. The Mexican mahogany generally grows in the lowlands where the soil is not always welldrained. It has large leaflets of a glossy-green color and a dense broad crown. The wood is comparatively soft, light in weight, and in color somewhat resembling Spanish cedar. Only a small percentage of the logs show figure, but the wood works well and darkens with age similar to the Spanish mahogany. The Mexican mahogany has the advantage over Spanish mahogany because it grows nearly twice as fast during the first twenty years. For this reason nearly all the plantations consist of the Mexican mahogany, which grows up in a uniform stand and develops long, clear boles.

The Mexican variety is by far better adapted to widely varying conditions and gives very good results. It will grow in many localities outside of its natural range of growth without appreciably affecting its form and rate of growth. The most favorable range for economic planting is in the fertile valleys and moist slopes of hills and mountains in any part of tropical America. On upland soils, especially toward the northern limits of its natural range, Mexican mahogany makes a slow

growth. In good soil it grows rapidly into trees of noble proportions. Its presence is usually an evidence of good soil, and in Mexico it is often referred to as a "witness tree," being regarded as a "witness"

to good soil. The ideal conditions for its growth are found in the rich, moist soil of bottom lands or on fertile hillsides. A calcareous soil or a sandy loam, containing a large quantity of humus, overlying a deep subsoil of gravel and a water table in which the long tap-roots can find a normal supply of moisture, furnishes the best conditions for mahogany growth. Under such conditions the rate of growth is fairly rapid and is continued up to a



MEXICAN MAHOGANY TREES IN PLANTATION 14 YEARS OLD. THE TREES ARE 11 INCHES THROUGH AND HAVE MADE EXCEPTIONAL HEIGHT GROWTH.

tree and grows only in the elevated parts of Mexico. It has been

recognize as a distinct species (Swietenia humilis), but this is a small mature age. In good situations individual trees have made a diameter growth of nearly an inch a year, but under average conditions

prime of three gliths to one talk the action to expected a fator of good never and allow a to a a to proceed as from I to the safety years

Law the same of the street of the street of pur Control so them Mexico or British Horner or a problem has are engal as and daly. When the year, the account, two, or three years out, they are set out in rows ter to the test. They grow received theel very little care at the alternation. While success is possible without any further attention in many cases, it is far safer to keep down tall weeds and any other plants immediately surrounding the young trees for the first two or three years so as to give them a good start. Land suitable for growing mahogany trees can be bought in almost any section of the West Indies and the Spanish Main for less than two dollars an acre. In fact, free concessions can be procured from some of the governments in Central and South American countries for establishing mahogany plantations.

#### to an Person.

It is difficult to show just how profitable it will be to grow malogby trees on a commercial scale. The question will initurally be asked wich returns may be expected and how great these returns will be. The first trees should be ready for felling in twenty or twenty-five years, lot by that time the market price of mahogany will undoubtedly be much higher than today, since there is no danger of over-production. The advantage of having these trees on a comparatively small area reduces the expense of getting the logs to market and increases the profit over that in getting the logs from the natural forest. The mittal cost of establishing the plantation is not very high. An estimate of the cost of forming a mahogany plantation of one hundred acres and the probable financial results may be of interest to many, labor costing fifty cents a day.

Charing 100 acres for planting		 				. \$	1,27
Nursely stock	 						430
Preparing holes and planting							
						-	
Lotal cost first year				,		. \$	3,00
Coming and supplying first and							
tar and maintenance up to as							
Interest on the money invested.							



### Disappearance of Hardwoods



 $\Lambda$  good deal is said from time to time about the lessening supply of timber in this county, due to lumbermen, land clearing, and fire; but there is reason to believe that the American forests were losing out before men had anything to do with the matter and that more kinds of trees had disappeared than now remain. A traction computed by Frank Hall Knowlton and published by the Department of the Interior at Washington, indicates, if it does not prove, that our forests were richer in trees, particularly hardwoods, a great many thousands of years ago than they were at the time of the discovery of America. The evidence is found in the records of geology, where imprints of leaves have been preserved in the rocks, telling of species which were living at the time the clays were deposited which later changed into rock.

An examination of the lists of leaves thus preserved shows that many species once growing in America are no longer found here. For example, there are now two species of persimmon in the United States. There were once seventeen species. Fifteen have disappeared. The record goes back to Cretaceous time, some hunireds of thousands of years ago.

There were eighteen species of yellow poplar. Only one remains. Some of the most ancient had leaves shaped much like those of willows, except that the apex was cut off, with the telltale notch which identifies yellow poplar to this day.

There is now a single species of red gum, but twenty three species once grew in the American forests.

There were twenty-three kinds of elm then, and five are here now.

Our single species of sassafras is all that remains of the twentyfive species which once grew on this continent.

We still have three sycamores, one in California, one in Arizona, and one east of the Rocky Mountains, but there were once thirty kinds.

There are now four kinds of walnut in this country, but thirtyfive kinds grew here in the past.

Our forests are still well supplied with magnolias, there being seven; but thirty nine species grew in America at former periods.

Cottonwoods, including the aspens and balm of Gilead, still number ten species in the United States, and it is a generous number; but no fewer than eighty-three species left records in the rocks during past ages.

Two fig trees survive, both in Florida; but these are the lone survivors of ninety-nine species which once grew wild in the An orient woulds.

But the most interesting of all is the records of oak. This is now the most abundant hardwood of the United States. It is most abundant in actual amount of wood and also in number of species. There are now fifty-two in this country; but these are no more than the respectable representatives of 126 kinds of oak which

The foregoing figures should be qualified in one particular. In most instances the past records are preserved by leaf prints in stone or clay, and the print of a leaf does not tell how large was the tree from which it came. Some of those enumerated above may have been only shrubs, or small plants. There is no way of certainly determining that fact when the tree itself was never seen, and no part of the trunk has been preserved. The leaf is the most perishable part of a tree, next to the flower; yet all we know of scores of tree species which once grew in this country is derived from leaf impressions in mud-and mud itself is not usually regarded very durable. Yet, how much valuable knowledge has been obtained from such perishable things as leaves and mud! Some of them have come down to us through a million years. By the aid of such records it is possible to understand pretty accurately what our ancient forests contained and what they would have looked like, if a human being could have been there to see them.

#### Wood Block Paving Advocated by Humane Society

The Hamilton County (Ohio) Society for the Prevention of Cruelty to Animals recently went on record endorsing a policy quite pleasing to the lumbermen, when it advocated the use of improved wooden blocks, fitted with grooves to prevent horses from slipping, over other methods of paving for the Cincinnati streets. The use of the wood block slowly but surely is putting other paving into the background in Cincinnati, nearly all the suburban thoroughfares and many of the chief downtown streets new being of wood block. Much downtown paving will be done this summer and there is considerable agitation for wood blocks. The test on Vine street, in the heart of the business section, was especially gratifying, proving the blocks to be more enduring, less slippery and reducing noise to a minimum.

Has the inch board become too much of a habit with the sawmill man? Think over this for there is more to it than may appear at first glance.



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### Sanitation of Lumber Yards



The Forest Products Laboratory at Madison, Wis., has issued a bulletin on the subject of sanitary conditions in lumber yards. It deals with soundness of lumber and not the healthfulness of the workers. It is pointed out that decay or rot of wood is contagious and that one rotten plank or post may contaminate a whole yard as surely as one child with measles may infect a whole school. The bulletin was prepared by C. J. Humphrey. After explaining that rot is conveyed from unsound to sound wood by the scattering of spores, which correspond to seeds, though much smaller, the bulletin proceeds to explain how it happens and how to prevent it.

Many lumber yards are very lax in keeping the premises free of rotting debris which serves as a breeding ground for serious fungi, and hence a constant source of infection for sound lumber. Other dangerous sources of decay are:

1. The rather common practice, particularly at sawmills in the coastal regions, of piling timber over swampy land, subject to floods or tides, or so constantly wet as to make it very difficult or impossible to keep down the rank growth of weeds and grasses which cut off the air circulation and prevent the proper drying of the lumber.

2. Piling sticks which are thrown promisciously about, or even piled directly on the ground, and allowed to become infected. Very tew yards pay any attention to this important feature of sanitation. The almost universal practice is to throw them on the ground whenever stacks are thrown down, leaving them there until needed for new piles.

3. Pile foundations of timber which in the course of a few years become diseased and produce many fungous fruit bodies which release millions of fresh vigorous germs in the form of spores. Many foundations do not permit of proper ventilation beneath the piles, a condition which often encourages severe decay in the base of the stacks by the gradual progress of fungl upward from the ground or debris over which the lumber is piled.

4. Improper methods of stacking lumber, which do not provide for sufficiently rapid drying.

5. Poorly constructed storage sheds, particularly with reference to insufficient ventilation beneath. A considerable number of such sheds have been investigated where very widespread and destructive outbreaks of some of the most virulent fungi with which the builder has to contend

6. Tramways and tracks about the yards which become severely infected with decay and permit the development of an abundance of fungous fruit-bodies and spores. This is of particular importance in the case of elevated tramways from which the spores can be distributed for long

To sum up, then, the sources of decay lie in allowing rotting debris to accumulate, in allowing pile foundations, tramway timbers, track ties and supports under lumber storage sheds to become infected, thus passing the decay on directly to timbers which lie in contact, or indirectly to more distant timbers through the agency of spores.

#### How to Prevent Infection

Since decay is due to the presence of wood-rotting fungi, the obvious first principle is to render conditions about the lumber yard unsuitable for the growth of the organisms. This can be accomplished by attention to the following details:

Wherever possible storage yards should be on high and dry land, on mineral soil rather than filled-in debris. This will greatly simplify the weed control problem and insure proper ventilation around the base of the lumber stacks. Occasional wetting and silting of lumber by floods, tides and storm waves will almost invariably cause rot.

In all cases weeds should be kept under control. This is frequently done by pasturing or mowing. Chemical sprays offer possibilities in this connection also. A concentrated solution of common salt (125 pounds per 52-gallon barrel) is effective against a considerable number of weeds if applied to the younger plants twice during the year at the rate of one barrel per acre. A two and a half per cent solution of sulphuric acid would be much better.

The most careful attention should be given to cleaning up yards. Rotten material should be thoroughly collected and burned.

A piling stick infected with an actively growing wood-destroying fungus can spread infection to any part of a pile of green lumber where it may happen to be placed, so the necessity for earefully guarding these strips and keeping them from contact with the ground is obvious. They should preferably be cut from heartwood of very durable timber, such as resinous pine, red gum, white oak or similar woods and dried before use.

Timber should never be allowed to lie, even temporarily, in close piles on the ground or on decayed tramways.

Very often pile foundations are altogether too low or are poorly

constructed, not allowing sufficient ventilation beneath the stacks. The laying of a few planks on the ground parallel to the alleys does not make a good pile support. In the first place, it allows circulation in only one direction, and in the second place such a foundation is usually two low.

The decay of tramway timbers can be overcome by treatment with creosote or some other good wood preservative.

#### A Good Sawyer Considerate of His Machine

, A good sawyer does not slam and bang things around. If he is running a sawmill he doesn't back the carriage off from four to six feet, taking a running jump and shoot it at the saw; neither does he let it go full tilt through the knots and easy places alike. He starts the saw into the log carefully and easily so that there is no jar nor jerk, and in going through the cut he eases up or crowds according to the cut and how the saw is running. When a man does that-not just now and then, but continuously and easily throughout the day-and when in reversing his carriage he runs it back and stops it at just the right point without wasting a lot of space gigging back and forth and jerking around, then you can put it down that he is a good sawyer.

In a different manner you can find some of the same traits in a sawyer handling any kind of a rig from a small rip saw to a band seroll saw. No matter what the difference in the size or kind of work, there are certain things in common with all saws, a certain manner of treatment in their handling that a good sawyer finds easily and naturally, and just as naturally observes. The man at the rip saw, for example, will not jam his stuff into the saw suddenly and choke it down, but will observe the same methods of feeding that a careful mill sawver does. It is the same way at the band scroll saw. The good sawyer does not put tension on recklessly and with hard jerks, but carefully adjusts his machine and his saw, looks after his guides and his table, handles his work as if he had respect for it, and at the same time bandles it with greater ease.

Daily record runs in sawmills are a test of machinery, but the monthly statement is what tells the story as to the real capacity of both men and machines.

#### Legal Advantage of Trade Journal Advertising

Manufacturers of trade marked products who are not extending their trade throughout the country but who expect at some time to do so, will find the following statement from a recent opinion of the United States circuit court of appeals for the sixth district of special interest, inasmuch as it shows that an innocent, though subsequent appropriator, of the same mark in new territory may acquire the exclusive right to use it there, notwithstanding the originator's prior use in other territory.

There can be no absolute duty resting on one who adopts a trademark to bring it at once to the attention of everybody. Such duty as there may be in this direction must rest upon the obligation of the one adopting to realize that, in the absence of a widespread knowledge of the existence of his claim to the mark, others will be likely to adopt it and spend their money in its promotion in their own interest. This obligation must be as variant in degree as are the circumstances of each case from those of another case; but we cannot doubt that, under present-day conditions, there are cases in which some measure of such obligation does exist. Formerly, the number of competing traders in a given lineand, hence, the probability that another would hit upon the same markwas slight as compared to that number and that probability now; and formerly the means by which a trade-mark owner could spread general knowledge of his claim were comparatively ineffective, and the trade customs which now make it so much a matter of course for trade-marks to be put before the public the country over, were largely non-existent. \* From 1883 until now, it has been true that a small expense in trade journal advertising enables the trade-mark proprietor to put his article and its name before the entire trade; and the custom of so doing has been well-nigh universal. As business methods change, so change the fact standards of reasonable prudence and care in guarding business rights.

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stock which supplies the chair factory. The stuff, after it reaches the factory, is passed through planers, lathes, sanders, and other machines, and is then assembled in complete chairs ready for market. The factory is generally located in a city, and is a large establishment; but the typical chair mill that cuts the rough stock—the squares for rounds, spindles, posts, etc.; and the other sizes for backs, bottoms, arms, rockers—is a small affair, and is usually in the portable class. It is moved from site to site to reach new supplies. When it has made a clean-up of one tract, it goes on to the next, shipping its output to the central factory where the finishing and assembling are done.

Such a chair mill can use very small stuff. Some lengths are not more than one foot. From that they run up to two or three feet. The cutter of sawlogs leaves in the woods crooks and elbows unfit for lumber; also defective butts, and tops of trees which yet contain constitutable good wood. The chair mill can work all of this. It is cut in such small sizes that it is necessary to throw away only what is actually defective. Very few pieces of sawed stuff remain when the chair mill has taken all it can use.

Trees which the sawlog cutter passed by because of their small size are about as good as any for the chair mill. From the standpoint of forestry, it may be a question whether the small trees should be taken, or left to grow; but, in view of the fact that what the sawmill leaves on a tract is pretty sure to be consumed by forest fire the next season, it is evident that what the chair mill takes in the meantime is that much saved.

The cutter of chair stock takes pretty much every kind of wood that comes to his hand, but hardwoods are preferred in most cases. In fact, the chair mill operates almost exclusively in hardwoods, though a certain quantity of softwood stock goes to factories. In most instances, the stronger the wood, the more serviceable it is to the chair maker; but attractive color and grain are also appreciated. More than 99 per cent of all the chairs made in the United States are of hardwood. The trees classed as hardwoods are those with broad leaves, like oak, gim, birch, ash, poplar, basswood, etc., as distinguished from softwoods which are the needle leat trees like pine, spruce, hemlock, fir, or int, etc.

It is not possible to say just how much wood is made into chairs in the United States in the course of a year; because a good many Lighelass chairs are the product of regular furniture factories and in statistics are listed as furniture. Chair factories which make little besides chairs, make reports of the woods used, and these reports, compact in all parts of the country, form the basis for the figures is the table which follows. In general, they represent the output of the small, portable chair stock mills described in former paragraphs.

The figures here given should be accepted as approximations rather than as exact statistics. They represent all available data on the subsect, collected in practically every state in the Union, and are not

because the states of the container of the get to be. That is because the states of the container of the states. The fellows to be a container of the property would listed in the chair making industry. Foreign woods are purposely omitted because they are not the product of American chair in the container of the present article.

	11 4 1
W - 1	Let used annual!
O <sub>st.</sub>	122,500,000
M 15	45 264,000
11:	26.114.000
Be 5	27.150.000
1	22,155,000
Red gram	7.245,000
Christiant	1.244.000
Anh	14 7 18 7 44 144
Basword	1.556,000
Holory	1,175,000
Yeshox rophar	1 114 (114)
Symbolic	920 000
White pine	735,000
Red alber	
Black wastert	625,000
Hemlock	220 000
	205,000
Tupelo	185,000
	122,000
Douglas 1 r	65,000
Cherry .	
Codar , , ,	
Western velocity pur-	25,000
Butternut	. 18,000
Yellow pine	
Springer	10,000

It is seen in the foregoing figures that oak is by all odds the leading chair wood of the United States. It furnishes nearly as much material as all others combined. That is true for two reasons. First, it is handsome and reliable, and second, oak is more abundant than any other hardwood. Probably there is as much oak in the forests as of all other hardwoods put together, and chair mills take pretty much everything that comes to their hand.

#### SLACK COOPERAGE

Nearly everything that has been said concerning the milling of chair stock applies to slack cooperage. One rather important difference ought to be noted; the softwoods are more in use for cooperage than for chair making. Less than one per cent of the material going to chair mills is softwood, but 23 per cent of the slack cooper's stock is softwood.

The two industries are alike in that they can make use of much stuff passed over by regular sawmills. The cooper works up nearly all serts of material. He uses good timber if he has it, but he can also sort out what is usable in any kind of timber or left-overs, where logging operators have been at work.

There are two general classes of cooperage, known as slack and tight. The latter is made for the purpose of containing liquids. All other kinds are classed as slack cooperage. It is a large class and includes barrels, kegs, and drums for fruit, vegetables, flour, cement, salt, sugar, nails, horseshoes, coffee, cereals, rosin, and in fact so many commodities that a list of all of them would make a long document. It is the slack, and not the tight cooperage that utilizes so much material that otherwise would be waste. Tight coopers demand very high grades of wood, and in securing what they want they are compelled to reject much which the slack cooper can use.

The slack cooper's output consists of three parts, the stave, the head, and the hoop. The manufacturer can use trees, saplings, and small poles, down to an inch in diameter. The hoop is sometimes made from large logs, sometimes from saplings not more than ten feet high. The heading and the stave are of similar material; at least there is only one wood in the United States—cypress—which is made into staves, and not also into heading; but the woods suitable

for hoops are fewer in number, and elm far exceeds all others combined. Red gum leads in staves and pine in heading.

				C.
ANNUAL	OUTPUT	OF	SLACK	COOPERAGE
	N-	nml	1019	Numbo

	Number	Number	Number
Wood	of staves	of heading (sets)	of hoops
Red gum	416,570,000	16,700,000	9,877,000
Pine	306,621,000	38,926,000	8,321,000
Beech	268,237,000	19,269,000	3,560,000
Elm	245,172,000	6,535,000	339,477,000
Maple	133,255,000	13,663,000	731,000
Chestnut	93,290,000	876,000	
Birch	78,897,000	4,328,000	6,051,000
Basswood	72,537,000	13,910,000	30,000
Spruce	72,219,000	1,861,000	106,000
<b>A</b> sh	71,705,000	5,245,000	2,020,000
Oak	66,675,000	1,963,000	1,160,000
Cottonwood	66,260,000	6,742,000	
Tamarack	28,832,060	1,280,000	
Cypress	25,673,000		
Tupelo	22,500,000	3,296,000	
Sycamore	17,831,000	661,000	
Hemlock	10,376,000	1,206,000	

Cedar		9,410,000	48,000	5,000
Yellow peplar		7,871,000	1,708,000	
Balsam fir		6,037,000	1,679,000	
Douglas fir		5,165,000	190,000	
Willow		3,287,000	130,000	
All other		1,128,000	18,000	4,455,000
Total	63	090 549 000	140.994.000	275 702 000

It is not possible to state in feet the quantity of woods of all kinds consumed yearly by slack coopers. The output appears in too many sizes and shapes to be accurately measured. The total quantity doubtless exceeds that consumed by chair makers. It is probably twice as much.

The saving of waste made possible by the activities of these two great industries, chairs and slack cooperage, is of the highest importance in the conservation of the country's forest resources. No other users of wood on a large scale cut so closely and economize so carefully, though the boxmaker is entitled to little less credit in that respect.



### Oil of Wintergreen



Commercial oil of wintergreen is not usually made of wintergreen but of sweet birch (Betula lenta) which is one of the trees furnishing birch lumber. Some oil of wintergreen is made from the wintergreen plant (Gaultheria recumbens), but this is unusual for the reason that it is much more expensive to make than birch oil and does not sell for a higher price. The oil is valuable for its flavor alone, and the birch and the wintergreen flavors are so much alike that it is difficult to distinguish any difference. The flavoring is used in candy, medicine, and syrup. The oil is the product of a sort of destructive distillation, or rather a roasting process, to which birch wood is subjected.

Most birch oil, under the name of wintergreen, is made in Pennsylvania and West Virginia by mountaineers who operate in isolated camps and on a very small scale and by primitive methods. A crude still is the chief apparatus. It is of metal, or of wood and metal. When the still is partly of wood it consists of a strong box with sheet iron bottom that comes in contact with the fire. The mountaineer makes it himself. If he uses a still wholly metal, he may buy it.

The place selected for operation is a tract of forest land on which plenty of sweet birch grows. Small trees from a couple of inches in diameter up to six inches are preferred. The oil maker often takes his whole family to the camp in the woods and all work. The birch sapplings are cut down and chopped into small bits with axes and hatches. The children who are not big enough to chop are made useful as carriers of the birch chips in baskets to the still.

The wood is confined in the still and heat is applied sufficiently to roast the juices out and it drains away through an opening into a vessel set to catch it. The oil has a greenish color as it runs from the still.

It is usually sold by the quart by the mountaineer who makes it. There seem to be no statistics of production, and it is difficult to obtain from the maker any definite information concerning the price he receives, nor is the country storekeeper to whom he sells it more apt to talk on the subject. There is no organization making or handling the product. Every maker acts alone, and he guards his little business secrets with as much jealousy and care as the Diamond Match Company guards its.

The oil maker appears to fear that if outsiders should find out what a bonanza he has, they might do something to crowd him out and deprive him of his emoluments. Therefore, he shuts up like a clam when in the presence of strangers, and if he can be induced to answer a question on the subject of prices or profits, he will swear by the twelve apostles that there is not a cent made in the oil business, and he will probably call on his wife and all

his children to verify the statement. Nevertheless, he keeps religiously at it.

The work is generally in the hands of the poorest of the mountaineers; the same class that digs the ginseng and snake root. They seldom cut birch on their own land, nor do they pay rent or royalty to anybody else. They trespass on the lands of others without a pang of conscience. They are independently poor. They know that all the courts in Christendom could not amerce them of damages for trespassing. Among the ranges of the Alleghany mountains the maker of wintergreen oil prefers the old hemlock slashings where the tanbark peelers have operated and passed on; for in those denuded tracts seedling birches are likely to come up by millions, and there is the oil man's harvest, in the sowing of which he took no part but in the reaping he is very active. It is no concern of his who owns the land.

From information obtained by indirect methods from country storekeepers who buy the oil from the makers and sell it to the wholesale druggists in cities, it appears that the maker of the birch oil scarcely makes enough to pay twenty-five cents a day to himself and each member of his family taking part in the operation; but in his estimation twenty-five cents for each of his tow-headed children, and the like wage for himself and wife, is a bonanza worth guarding with zealous care. The next time you eat wintergreen eandy, think of where it came from.

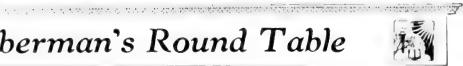
#### Polishing Furniture With Charcoal

The method of polishing wood with charcoal, now much used by French cabinetmakers, gives furniture a beautiful dead black color and a smooth surface, the wood seeming to have the density of ebony. Compared with furniture rendered black by stain and varnish, the difference is marked. In charcoal polishing every detail in carving is respected, while paint and varnish will clog up the holes and widen the ridges.

Only carefully selected woods of a close and compact grain are used, and they are first covered with a coat of camphor dissolved in water, and almost immediately afterward another coat, composed chiefly of sulphate of iron and nutgall. The two compositions in blending penetrate the wood and give it an indelible tinge. When these two coats are dry, the wood is first rubbed with a very hard brush, and then with charcoal of substance as light and friable as possible, because if a single hard grain remained in the charcoal this alone would scratch the surface. The flat parts are rubbed with natural stick charcoal, the indented portions and crevices with charcoal powder. Alternately with the charcoal the piece of furniture is rubbed with flannel soaked in linseed oil and essence of turpentine.



### The Lumberman's Round Table



#### The Necessity of Adaptation

At a type of of one's solt to construct a star to see assert to see as a living as well as in a society. The second of the second to the secon to stass are constantly changing, or the contract soft and all sociestal without stailing then concludes a softien

A veteran New Englander was record who a popular a medichanges went have come over the basics in the past of a rate of a range the past give ation. The character of the trade is extra varificient from what it was formerly, and the result is that a storaget sooning principally for twoods to consuming factories, most of the Lambermen are now selling soft woods for building purposes. The factories moved away and the lumbermen had to adapt themselves to the kind of business that remained or get off the map therselves. The siccessful ones Leve made the change.

The lumberman is peculiarly situated in that change is going on in so many different directions at once. The character and location of the supply is changing; methods used in manufacturing and selling are different from what they used to be; the requirements of customers differ from those formerly in effect. It takes a big man to watch all of these, to keep a firm grip on the situation, and to point his own business in the direction which is indicated by the new factors constantly being introduced.

#### Gasoline from Sawdust

Undoubtedly the chemical manufacturing situation which prevails in the United States at present, and which has caused practically all classes of products in this general category to advance enormously in price, will have an effect in enabling processes for the recovery of valuable by-products from mill waste to be put on a commercial basis. Up to this time the incentive to carry on expensive experiments for the purpose of working out practical ideas has not been sufficient to warrant the effort being made; but at present there is a fortune awaiting the man who can devise a cheaper method of making almost any kind of chemical product.

Then there is the gasoline situation, which is of greatest popular interest, because of the large number of people affected by the present high prices. The experiments of the Forest Products Laboratory, at Madison, Wis., are said to have demonstrated that grain alcohol may be produced from mill waste, the waste being chopped up and treated with sulphuric acid and live steam. The process is not unlike that used in preparing wood pulp for the manufacture of paper, though in the latter case the idea is to separate the fibers, whereas in the former it is to extract the sugars and convert them by chemical means into alcohol.

Grain alcohol is an acceptable substitute for gasoline, and with the development of motors especially constructed to make use of this fuel, there will be a big market for the product. Certainly it opens up a tremendous field for the development of the by-product end of the sawmill business, which, as Hardwood Record has pointed out frequently, must be developed if the manufacture of lumber is to remain profitable.

#### The Wholesale Yard Comes Back

A big hardwood manufacturer recently commented on the fact that hand-made furniture seems to be coming into its own again, referring to the number of shops on Fifth avenue in New York established for the purpose of making furniture to order. When people have money, as they have in the United States today, they want something distinctively individual, and this is giving an opportunity to the artisan who is also an artist to get business. Likewise it means that his consumption is too small to justify anything but wagon-load purchases, which is another way of saying that the local wholesaler will have to take care of his requirements.

"The wholesale vard is coming strong, in my opinion," said this manufacturer, referring especially to conditions in the East. "There are so many small buyers that the local yard carrying the stock is an absolute necessity. Every big building has its own earpenter shop nowadays, and needs a few hundred feet of lumber once in a while.

The store fixture concerns are often big enough to be carload buyers, and then again they are so small that they prefer to depend on some local source of supply. Altogether, I believe that the hardwood manufacturers will do well to pay attention to the yards in the East, because they are representing the purchases of hundreds of small individual consumers whose business cannot be seemed otherwise,"

#### Walnut and Dimension Stock

Attention has been attracted recently to the amount of walnut which is being cut up into dimension stock. Buyers are rapidly being educated to the desirability of purchasing their material in this form, and the number of big walnut concerns which are able to take care of the business is increasing.

As a matter of fact, there is no wood which seems better adapted to dimension work than walnut, for the reason that intrinsically the lower grades are worth a lot more than their market price indicates, comparing them with the good. That is to say that if they can be sold in the form of dimension lumber, without reference to grade, they can be made to bring a price much closer to their intrinsic value.

From the buyer's standpoint, it is hard to get used to the low-grade product after buying nothing but firsts and seconds, though the walnut men have been hammering for some time on the proposition that No. 1 common walnut is a good buy, and that considering its cutting value it represents a more attractive purchase than firsts and seconds. In going into the use of dimension stock, which does not involve the idea of grade, the consumer is permitting himself to be shown the advantages of cutting up lumber worse than firsts and seconds, and is having a visible and convincing demonstration of the fact that it pays to cut his clear material out of the lower grades.

In short, there is almost an unique opportunity for dimension stock in the walnut field, because of the fact that prices are so far out of line when the lumber is sold on grade. The reason is simply one of supply and demand. The demand for the firsts and seconds has been greater than the supply, and the demand for the lower grades less than the lumber available. This has forced up the prices of firsts and seconds, and held down those on the other grades. The interposition of dimension manufacturing not only helps the status of the latter, but it serves a big economic purpose in furnishing an outlet for the whole product of the walnut log, and in providing a solution for the eternal question, "What is to become of low-grade walnut?"

#### The Value of Brands

Although most manufacturers who brand their lumber do so in order to familiarize consumers with their identifying marks, there is another practical advantage in using a brand which is not confined to the producer. A hardwood jobber who recently decided to use a brand explained that the unscrupulous buyer has the shipper at a decided disadvantage, and when it comes to a case of going over the lumber laid out of a given shipment, it is not possible to prevent the substitution of other stock, provided the buyer desires to resort to this kind of deception. He mentioned one or two cases where he was convinced that a trick of this kind had been played, yet it was impossible to prove that the lumber had not come out of the car loaded by the shipper.

The Value of Supervision

The concern which is using a low grade of labor, such as is ordinarily employed around a sawmill or lumber-yard, has one big problem: supervision. Under conditions of this kind the results will depend almost entirely on what kind of men are bossing the job. A good yard-foreman will keep the crews hustling, and a poor one will let things lag. It pays to hire the best possible man for this job.

Paying piece-work doesn't solve the problem entirely, because the laggard not only reduces his own earnings, but ties up equipment and holds back others who are working with him. Besides, in getting out a rush order, it is a case of time and not expense. Good supervision furnishes the prod to the lazy worker, and helps to keep everybody going at top speed.



### The Trend of Wood Using



Once a year, in connection with its advertising service, Hardwood Record receives by correspondence revised reports from consumers of hardwoods in all parts of the country; and incidentally some softwoods are included. The purpose of this investigation is to keep a line on what will be used by manufacturers; what additions or subtractions will be made, and what other changes in stocks can be foreseen. These manufacturers include makers of boxes, furniture, musical instruments, agricultural implements, boats, interior finish and many other industries in all parts of the country. Each is asked what woods and how much of each he expects to buy during the coming year. When the answers have been received, they can be compared with last year's reports, and thus can be noted any tendency to increase or decrease purchases; any tendency to add new woods or drop old ones, and other changes may be observed.

Hardwood Record communicates yearly in this way with 3,500 or more manufacturers who are active buyers of hardwood, some in small quantities, others in quantities very large.

It may be noted that approximately half of these manufacturers expect to purchase the same kinds of woods and in the same amounts and dimensions as last year. Few of the buyers have already made their purchases for the coming year. Perhaps not one in fifty has done so, according to reports received. Most of the others have indicated a purpose to make changes in purchases. Many of the changes are quite unimportant, consisting of a little more or a little less than last year, or the adding of a different wood or the dropping of one formerly in use.

#### Changes in Purchases

The table which follows brings together for convenient view certain changes which appear when this year's requirements are compared with last year's. The figures in the first column of the table show the number of firms which have added woods this year that were not used last year. For example, twenty-three companies have added gum, ten have added beech, walnut, and so on down the column. The second column shows the number of companies which will buy reduced quantities of the listed woods the coming year, while the third column of the table indicates the number of buyers who used those woods last year but expect to increase their purchases the coming year.

Gum	who will add certain woods this year.	Number of buyers who will purchase less of certain woods than last year. 12	who will increase
Black walnut.	10	6	4
Mahogany	11	8	11
Birch	13	9	20
Spruce	65	1	2
Elm	7	8	4
Maple	12	9	20
Beech	8	G	×
Hemlock	3	2	1
Basswood	6	12	9
Tupelo	5	1.b	0
So, pine	15	1	5
Hickory	4	11	6
Poplar		12	23
White oak	5	21	39
Red oak		11	16
Chestnut	7	4 '	25
Ash	6	9	11
Cottonwood	2	7	0
Cherry		5	*)
Cedar	3	0	. 0
Western pine.		1	1
Black gum		0	. 0
Douglas fir	4	0	0
Sycamore		1	3
Cypress	5	3	10
White pine		0 .	1
Locust	1	1	0

It is thus found that 187 manufacturers expect to buy certain woods this year which they did not use last year, and gum leads all other woods in this list. The buyers who expect to reduce their purchases this year number 163, and the second column of the table

shows what woods will suffer by the reductions. More will reduce their purchases of white oak than any other wood, and yellow poplar and basswood are also slated for considerable reductions. The third column of the table, however, largely offsets these reductions, for thirty-nine manufacturers announce their purpose of increasing their purchases of white oak, and twenty-three will add to their use of poplar. Gum is listed by twenty-three firms for increased use, and chestnut by twenty-five, hickory by twenty-three, maple by twenty and birch by the same.

In addition to the foregoing, there were twenty-seven manufacturers who announced that they would buy less than last year without stating exactly what woods would be reduced; while forty-one stated that they will increase their purchases generally the coming year.

Considerable change may be observed from year to year in another way. Companies go out of business and others enter. Generally these offset each other; but experience shows that it is easier to get dead companies off the list than to get new ones on, but Hardwood Record's list has been increased by a number of new manufacturers during the past year, and they are active purchasers of hardwood lumber and dimension stock.

#### High Water Again Threatens Southern Logging

The Mississippi river at Memphis is rising again, and it is officially forecasted that a stage of thirty-three to thirty-five feet will be seen by the beginning of next week. This will not be high enough, even in the event the maximum stage is reached, to seriously interfere with the operation of hardwood mills or other woodworking plants in this immediate vicinity. However, there has been a great deal of rain in the Memphis territory during the past few days, and there is a vast amount of surface water. All the lands between the levees and the river banks will be overflowed and there will be much seep water from the river, which will interfere with work in the woods. As a result of this condition and of the high water, it is likely that logging operations will have to be curtailed somewhat. These have been quite aggressive for the past three or four weeks, and good progress has been made in getting out logs. It is feared, however, that any interruption of consequence to the getting out of timber will again lead to a restriction of hardwood manufacture. It is estimated that the mills in Memphis and the Memphis territory are working at seventy-five to eighty per cent of full capacity, though it is possible that this rate will be somewhat reduced by the conditions which have been outlined. The Valley Log Loading Company is operating the greater portion of its machinery in the handling of logs for mills at Memphis and elsewhere in this territory, and firms which operate their own logging machines are also bringing out considerable quantities of timber. It is hoped by lumber interests that the stage of the Mississippi will not go higher than indicated by the official forecast. There has already been one serious blow to the hardwood industry in the valley states this season by virtue of the recent unusual flood, and the hope is expressed that this particular industry may escape the further serious handicap of high water.

Practically no fear is entertained of breaks in the levee system protecting against waters in the Mississippi itself. These embankments withstood the flood which was experienced in the earlier part of the year, although the stage was seven or eight feet higher than that now suggested. However, the outlook is not quite so promising so far as streams in Arkansas are concerned. The Arkansas river itself is quite high, and there were numerous breaks in the embankments protecting this stream in the recent rise. These have not been fully repaired, and there is no doubt that a considerable area in Arkansas will again be flooded. Every effort has been made to repair the damage done to the levees by the recent high water, and whatever injury is suffered from any immediate overflow will probably be comparatively small.

### Interesting Traffic Developments



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A control of the second of the Note the second to the track of the service Arabicos 12 of the Landson of the Control of Committee of the state of the s to A M - A H to as all rort law the result of right His best of the first the set of the second proceeding, but this finding is without prejudice to further action by

the territory with the territory The state of the s on Memphis, 6 cents to Memphis and 13 cents beyond. Complainant does not contend that the rate charged was excessive for the route traversed. But insists that a lower joint rate should have been in effect over one of the several more direct routes that were possible. Reparation is asked any of the shorter routes. The shortest practicable route lay through Jackson and Gulfport.

A proposal case is that of the foundation Lamber Company of Philipp, Miss., which the commission decided in favor of the defendant, the Yazoo & Mississippi Valley Railroad Company. The report of the commission in this case reads as follows:

Complainant is a corporation engaged in the lumber business at Philipp, Miss. By complaint, filed July 22, 1915, it alleges that the rate of 25 costs for low pounds contacted in a fer and the first property of the transportation of 30 carloads of lumber from Philipp to South Bend, Ind., in March, April, May, and August, 1913, was unreasonable and unjustly discriminatory, in violation of sections 1, 2, and 3 of the act, to the extent that it exceeded 23 cents per 100 pounds. Reparation is asked. Some of the shipments were made more than two years prior to the filing of the complaint.

The shipments consisted of oak lumber, consigned to the Singer Manufacturing Company, an Industry served by the New Jersey, Indiana & Illinois Railroad at South Bend, and moved according to the shipper's routing instructions: Yazoo & Mississippi Valley Railroad and Illinois Central Railroad to Chicago, Ill.; Wabash Railroad to Pine, Ind.; New Jersey, Indiana & Illinois Railroad to destination. Charges were collected at a combination rate of 25 cents per 100 pounds; 13 cents per 100 pounds from Philipp to Cairo, Ill., and 12 cents beyond. A joint rate of 23 cents per 100 pounds was contemporaneously in effect over various routes involving other South Bend terminal lines, and rates from Memphis to South Bend were the same whether the New Jersey, Indiana & Illinois or some other terminal line delivered the shipments. The New Jersey, Indiana & Illinois joined in the 23 cent rate on December 3, 1913. Defendants are willing to make reparation on the basis of the 29-cent roberts so and the established of the expectable to the desire of the New Jersey, Indiana & Illinois Railroad to participate before was due to an

We have held repeatedly that the existence of lower rates over routes other than a particular route of movement and the subsequent reduction of the rate over the particular route is not sufficient to establish the unreasonableness of the previous rate. Able & Roberts v. M. P. Ry, Co.,

Convenient routes were available to complainant over which the shipments could have moved at the lower rate asked and the damage alleged could have been avoided,

We find that the rate assalled is not shown to have been unreasonable, and the complaint will be dismissed.

Or en , where existens handed here one to the weeks

No. 8002. Bedna Young Lumber Company, Jackson, Tenn., vs. Illinois

No. 1 to W. We of the Merce of Michael Will Chief.

They are the control of the control of the good Mer.

No selection of the Manager Constant Co Northwestern. Increased rates to Chicago justified.

States for a contract Benefit in Marys South tool. But I have been posted for a morate upheld Prendergast Company, of Marion, Ohio, vs. 'Alabama Great

Southern Complaint dismissed No. 4000 Complaint Research and Complaints Cable & Charlette Reput ration allowed for unreasonable rates charged.

No. 7723. Duluth Log Company, Duluth, Minn., vs. Minneapolis, St. Paul & Sault Ste, Marie, Complaint dismissed.

No. 7883. Oden Ellfott Lumber Company, Birmingham, Alm., vs. Southern Rallway. Complaint dismissed.

No. 6710 Bonners Ferry Lumber Company, Bonners Ferry, Idaho, va. Great Northern. Complaint of unjustly discriminatory rates sustained. No. 7840. William H. Sheets, New Orleans, vs. Louisville & Nashville.

Complaint of unreasonable rate sustained, No. 8050. Smith Lumber Company, Boston, vs. Norfolk Southern. Reparation awarded.

No. 80.9 Peter I in or Company, Laza eth City, N. C., vs. Norfolk Southern, Reparation awarded,

No. 7709. Bradley Timber and Rallway Supply Company, Duluth, vs. Minnesota & International, Complaint dismissed,

No. 7263. Meeds Lumber Company, Meridian, Miss., vs. Fernwood & Gulf. Complaint dismissed.

Reparation has been granted in the following cases involving lum-

Wisconsin Lumber Company vs. St. Louis, Iron Mountain & Southern; Dibert, Stark & Brown Cypress Company, Limited, vs. Morgan's Louisiana & Texas Railroad & Steamship Company; B. H. Pollock Lumber Company vs. New Orleans & Northeastern Railroad Company; Fort Smith Wagon Company vs. St. Louis & San Francisco Railroad Company; Foster Paving Block Company vs. Delaware, Lackawanna & Western Railroad Company; The Buckley & Douglas Lumber Company vs. Illinois Central Railroad Company; Memphis Shingle Company vs. The Yazoo & Mississippi Valley Railroad Company; Pee Dee Lumber Company vs. Atlantic Coast Line Railroad Company.

Hearings in lumber cases are under assignment by the Interstate Commerce Commission as follows:

April 11. Memphis. Examiner Fleming, I. & S. 778. Lumber from Mississippi.

April 12. Duluth, Minn. Examiner Wood, No. 8450, Duluth Log Company vs. Northern Pacific. No. 8473. Duluth Log Company vs. Minneapolis St. Paul & Sault Ste. Marie. No. 8541. Duluth Log Company vs. Minneapolis, St. Paul & Sault Ste. Marle.

April 12. Memphis, Examiner Fleming, No. 8535, Lamb-Fish Lumber Company vs. Yazoo & Mississippi Valley.

April 13. Washington for oral argument. No. 8259. Thane Lumber Company vs. St. Louis, Iron Mountain & Southern.

April 14. Cairo, Iil. Examiner Fleming. I. & S. 770. Forest products from Arkansas points.

April 14. Washington for oral argument, No. 8212. Lamb-Flsh Lumber Company vs. Yazoo & Mississippi Valley.

April 17. Washington, Examiner Burnside, I. & S. 490. Lumber transit privileges at Buffalo, No. 7506. Buffalo Lumber Exchange vs. Alabama Central.

April 17. Louisville, Examiner Fleming, No. 8428, New Albany Box and Basket Company vs. Illinois Central.

No. 6747. Himmelberger-April 26. St. Louis. Examiner Settle. Harrison Lumber Company vs. Frisco Lines.

April 27. St. Louis. Examiner Settle. No. 8616. Brown Stave Company vs. Frisco Lines. No. 8618. Wells Lumber Company vs. Gulf &

May 2. Houston, Tex. Examiner McGehee, No. 8421. West Lumber Company vs. : Prisco Lines. No. 8620. South Texas Lumber Company vs. the Morgan line. No. 8664. Beaumont Timber Company vs. International & Great Northern. No. 8691. Beaument Timber Company vs. International & Great Northern,

May 11. Cleveland, Ohio, Examiner Settle. No. 8535, Alexander Bros. Lumber Company vs. Pere Marquette.

Agricultural implements call for just about half as much lumber as is used in the vehicle trade, and the two items should total about an even billion feet a year.

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Members of Maple Flooring Manufacturers' Association. (When writing mention the Hardwood Record.)

### The Mail Bag

B 1001-In Market for Oak Table Tops

1. That O March 28 Editor Hyawoon Rhoom. We would like to get in touch with mills compared to get out some plain and quarters to I did white eas table tops. We are in the market for this class. of stork at all times

Mills desiring to make such a connection with a high class concern wid be given the address upon application. EDITOR.

#### B 1002-Wants Oak Legs

15. Mich. March 24. Editor Hydroxone Riccome. We are in the matter for 1%" square white out 5.28.32" long.

The shove correspondent's address will be supplied upon request. EDITOR.

#### B 1003-Interested in Shell Plugs

Jetsessero, Arks March 27 - I dator Hamewood Recome - Can you give to the soft concerns who are in the nearket for shell plugs or plugs for

Anyone interested will be placed in communication with the above me, to a by writing HARDWOOD Recomb. Entrost.

#### B 1004-Seeks Red Birch

Lastvort N. Y. April 4. Editor Haviovoon Recomb. Can you fur rather that as of lumberner, who can sapple us with red birch, rang ing in thickness from 1" to 3"? Our requirements call for red birch and so was stork that has not thoroughly a techsonal,

Her these of this stock can have the attress of above concern by чт • 12 Нуломоор RECORD. Полож.

#### B 1005-Wants Locust Tree Nails

Apr. 7 - Editor Hamwood Records - Control position of locust tree to a position of the large lengths 24544775

The above came in the form of a wire from a San Francisco house, which wants the stock in a hurry. Anyone interested can or are with Hambwood Resource Loc

Reference to "Mail Bag" Must Be Accompanied by Stamped Envelope to Receive Reply.

### Clubs and Associations

The Need of Co-operative Work With Salesmen

Following the methods of other industries in the merchandising of their products, the Northern Hemlock & Hardwood Manufacturers' Assoclation, with the Hemlock Manufacturers' Promotion Bureau, is seriously considering the advisability of having a meeting of lumber salesmen monthly, to discuss thoroughly the various matters which are connected with the markets and the marketing of the products which the salesmen have to sell. It is felt that it is very important that a lumber salesman must be familiar with the advantages and disadvantages, not only of his own product, but of those with which he competes, For instance, there are but few lumber salesmen who can intelligently discuss the relative durability of different woods under different conditions of use. In a similar way there are few salesmen who know the strength ratings of the different structural woods, the variation of strength in the same species, the inspection factors which enable one to judge of strength in a given piece, and the points which govern an architect or engineer in determining the strength rating which he requires for a given structure. It is very important that a lumber salesman should have a clear idea of the grades and the methods by which they are defined under which competing woods move. Also that he should know what difficulties consumers have in purchasing and using these grades, the variations which they find and the margin of difference within the grade. There is a great deal which can be done in this connection for the salesmen.

It is the idea of the Northern Hemlock and Hardwood Manufacturers' Association and the Hemlock Manufacturers' Promotion Bureau that a gathering of salesmen and salesmanagers should be had at least once a month, at which time lectures should be given followed by a general discussion. It is felt that these lectures should be about one hour in length, and at first should be confined to the representatives of the members of the association, but later it might be arranged to include an invitation to retailers, architects, and representatives of consuming factories, such as planing mills, furniture factories, box factories, etc.

O. T. Swan, secretary of the association, and Mr. Simmons who has recently been employed by the hemlock manufacturers, are well versed on these subjects and no doubt will be able to give some valuable assistance to the proposition. Further, it is planned to co-operate with the Forest Products Laboratory at Madison.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

The course would include lectures on some of the following subjects:

The course would include lectures on some of the following subjects:

1—The strength of wood; how it is determined and commercially rated; variability in the same species and different species; the strength of our own and competing woods as scientifically rated.

2—The strength required in wood under different conditions of service; margins of safety uses where strength is not a determining factor; the arguments for the use of our wood for different purposes where the question of strength may be advanced.

3—Eullding codes. The ratings given our own and competing woods and restrictions as to use in different cities and states. Errors and changes which should be made in these codes.

4—The decay of timber and its relative durability.

(a) Cause of decay under different conditions of service.

(b) Decay in buildings.

(c) Transmission of decay infection.

(d) Decay of railroad timbers, docks, posts, poles and piling.

(e) Relative resistance of decay of our own and competing woods under different, conditions of service.

5—Preservative treatment. Methods, material and cost.

(a) Shingles, fence posts, parts of building construction, such as ends of stringers, porch columns, etc.

(b) Development of the use of preservatives as a method of increasing the use of lumber and timber products.

6—The uses of wood.

7—Commercial grades and comparison of our own grades and those of other woods, showing methods of defining a quality of material.

8—Prices. The changing lumber markets of the United States, future development, controlling prices. Graphic presentation of freight rates from different producing centers to competing markets. Prices of comparative items of different woods in the same market.

9—Seasoning of different woods and its bearing on shipping weights, durability and strength of the wood. Depreciation of grades through seasoning by air drying or kiln drying.

10—Competing materials; their advantages and disadvantages and costs.

(a) Concrete.

(a) Concrete.

(b) Steel.
(c) Fiber packages.
(d) Roofing materials.

11-Manufacturing limitations at the mill which the salesmen should understand.

12—Manufacturing requirements of the consumer which the salesmen

should understand.

#### Northern Hemlock and Hardwood Manufacturers' Quarterly Meeting

"The Efficient Merchandising of Lumber" is a subject which is of vast importance to the lumber manufacturing industry, and the board of directors of the Northern Hemlock and Hardwood Manufacturers' Association at its last meeting decided that this question should be thoroughly discussed at the quarterly meeting of the association, to be held in Milwaukee, Tuesday, April 25. The sales managers' committee of the association has been asked to handle the matter, and has been very busy in preparing the program, which promises to be interesting and valuable.

The program relating to efficient salesmanship as applied to northern forest products will cover the entire morning session of the meeting, while the general association work will be taken care of in the afternoon.

The schedule such as prepared by the sales managers is divided into four heads; the first being a discussion on "The Successful Lumber Salesman of To-day," and will be handled by a subcommittee consisting of Mr. Klass of the Holt Lumber Company, Oconto, Wis., who will act as spokesman; W. B. Earle of the Wisconsin Land & Lumber Company, Hermansville, Mich., and Murdock MacLeod of the Oconto Company of Chicago

"Service and the Part it Plays in Securing and Building Business" is the subject which will be taken care of by Wm. J. Kessler of the New Dells Lumber Company, Eau Claire, Wis., chairman; E. J. Gillouly, Foster-Latimer Lumber Company, Mellen, and F. H. Butts, Park Falls Lumber Company, Park Falls, Wis.

George C. Robson of the Kinzel Lumber Company, Merrill, Wis., and L. Schoenhofen, Connor Lumber Company, Marshfield, Wis.; E. Rowlands, C. A. Goodyear Lumber Company, Tomah, and S. Gillson of the Rice Lake Lumber Company, Rice Lake, Wis., have been chosen to prepare a talk 'on the need for co-operation between manufacturing and sales department.

C. F. Rea of the Sawyer-Goodman Company, Marinette, has been asked to prepare a paper on the standardizing of hardwood shipments in width and lengths.

The afternoon session will commence with a paper on branding lumber by E. A. Hamar of Chassell, Mich., who has given this subject considerable study. There will also be a talk by Mr. Isherwood of Sawyer, Wis., on the problems of the retailer. Mr. Isherwood is very capable of handling this topic and his paper will be of unusual interest. Further than this there will be the general routine work of the association.

J. T. Phillips, Green Bay, Wis., newly elected president of the association, will preside over the meeting.

#### Cincinnati Lumbermen's Club Meets

At the April meeting of the Cincinnati Lumbermen's Club the nominat ing committees announced the candidates on the regular and independent tickets. The annual meeting and election of the club will take place The election this year promises to be the most hotly centested of any held in recent years, each faction naming prominent and popular lumbermen as their standard bearers, so there is little to choose between the two tickets, and the club is assured of a fine administration no matter who is elected. The candidates nominated on the regular ticket are: President, C. C. Hagemeyer; vice-president, James R. Davidson; second vice-president, P. A. Rutledge; secretary, O. P. Stratemeyer; treasurer, S. E. Giffen. The independent candidates are: President, M. P. Christie;

vice-president, C. F. Shields; second vice-president, James West; secretary, Harry R. Brown; treasurer, S. E. Giffen. Mr. Giffen, it will be noted, has been named on both tickets.

It was decided at this meeting to hold the annual outing of the club early in June. A committee will be named soon to make all arrangements.

A matter of importance was taking up of the rapid transit proposition and after listening to an address on the benefits which lumbermen and all Cincinnati would derive from the project, an unqualified indorsement of the rapid transit bond issue which soon will be voted on and the plan for the interurban loop was given by the club. Mayor Puchta told the lumbermen that the rapid transit issue was the most important proposition to be submitted to Cincinnati in a quarter of a century and would result in bringing much additional business to the city.

#### Hardwood Manufacturers' Association Inaugurates Stock Report Service

The Hardwood Manufacturers' Association of the United States is about to inaugurate a new service which should be of great value to its members in keeping track of the general trend of the market, actual sales, and stocks on hand. It is the latter feature that is to be gotten at now, and will be similar to the monthly sales reports. Just a few of the woods will be featured at the start, but it is the intention of Secretary Weller to gradually extend the service through the hardwood list. Stocks on hand at the first of each month will be shown, lumber cut during the past month, total orders at hand, and stocks remaining at end of each month will be given. Secretary Weller has sent out blanks to the mills asking for the March reports on plain white oak, poplar, chestnut, and cottonwood, classified as to grade and thickness.

#### Lower Rates on Memphis Log Shipments

J. H. Townshend, secretary manager of the Southern Hardwood Traffic Association, is in receipt of advices from the Interstate Commerce Commission to the effect that this organization has won a victory over the St. Louis, Iron Mountain & Southern and Rock Island systems in Arkansas in the case involving a reduction in rates from points in both Arkansas and Louisiana to Memphis on shipments of logs. The association, on behalf of a number of prominent hardwood lumber firms in Memphis. filed a petition in 1914 through which lower rates were sought, the petitioners asking for a reduction of one cent per hundred from points on the Iron Mountain and one to six cents per hundred from stations on the Rock Island. It is estimated that the rate reduction will entail a saving of about \$75,000 per year to lumber interests owning timberlands in Arkansas, and it is also pointed out that the lower rates will make it possible for Memphis lumber firms to increase the territory in Arkansas and Louisiana from which they draw logs.

In addition to the decision in favor of lower rates, the commission has held that the complainants are entitled to reparation for the rates which have been paid. It is estimated that this reparation will approximate \$10,000. This case was heard in Memphis in December, 1915.

#### Building Strike Arbitration

Members of the joint arbitration board appointed under the agreement entered into recently between the Building Construction Employers' Association and the Building Trades' Council for the purpose of preventing labor troubles in Cincinnati, last week formed a permanent organization. Under the contract, this board will decide all grievances, questions, disputes and demands. Officers elected are: President, John K. Peck; vice-president, Fred Hock; secretary, Joseph A. Cullen; treasurer, Ellis Hummel. When the board disagrees an umpire shall be called in. William Tateman has consented to act. Dean of the University of Cincinnati Schneider may be an alternative umpire,

#### Date Set for Commissary Managers' Meeting

Secretary Russell E. Lee of the National Commissary Managers' Association announces that the seventh annual convention of the association will be held at Chicago, August 8-9. One of the principal speakers will be Harry A. Wheeler, formerly president of the Union Trust Company of Chicago, and also formerly president of the Chamber of Commerce of the United States. Mr. Wheeler has been introduced to a number of representative audiences composed of operators in different branches of lumbering and all have heard him prophesy that the commissary managers will be well repaid for their trip to Chicago. Other speakers will be John D. Shoop, superintendent of schools, Chicago; Anderson Pace, advertising consul for the Illinois Railways, and John R. Parsons, advertising manager for Carson, Pirie, Scott & Co., Chicago.

#### The Chicago Lumber Hearing

The most important railroad rate hearing in the history of the Interstate Commerce Commission, at which will be threshed out the whole problem of rates and classification of lumber, the nation over, involving every freight relation of America's second greatest industry, has been announced for the coming summer in Chicago. After years of special hearings by various examiners and commissioners, Interstate Commerce Commissioner B. H. Meyer, chairman of the commission, will himself take charge of the investigation.

The problem will be taken up at the Chicago hearing soon after July 1 and will be discussed until the whole problem has been gone through to the very bottom, from every angle. When this hearing is completed it will have been the most thorough ever held of rate problems, and will to the transfer of the transfe

No part of the continuous states of the continuous back to, or when its conclusion comes, this enterprise is built on the demand which when the continuous states are a state of the continuous states of the continuous stat

#### Will Develop Timber Property

The Ohio Valley Lamber Company, with headquarters at Huntington, W. Var. has been chartered with \$10,000 capital. The incorporators are lines W. R. (1988) Octavia, W. H. Lenne, R. G. Dunnels and D. R. Danels, C. (11998) Octavia, and Greenbrier county, West Virginia, where there is an \$00 acre timber tract under the control of Mr. Chapman and his associates.

#### Big Mill for Rib Lake

The R. Leveller of Compeny is to be easy at Rev Lare. Was the null which was destroyed by fire two years ago, according to the Intest information. It is reported that the new mill will cost \$500,000 and will have an annual capacity of 30,000,000 feet of lumber, also that the company has enough timber in northern Wisconsin to keep the mill in operation twenty five years. The company will begin building twenty miles of telepool is a term to also time or holdings.

#### Large Lumber Company Incorporated

George I. Stephenson of Milwauker with A. J. Young and A. E. Proudfit of Madison, are the incorporators of The Foster Creek Lumber Manufacturing Company, with a capital stock of \$1,500,000. Articles of incorporation were filed with the secretary of state a few days ago. Head-quarters of the company will be in Madison.

#### Will Operate Hardwood Mills

A company has been formed and a charter obtained, with capital of 850,000, for operating sawmills in Cabel county, West Virginia. It is styled the Huntington Hardwood Company, with chief offices at Huntington, W. Va. The incorporators, A. J. Lacy, A. B. Neighborgall, J. K. Henderson, W. E. Altizer, W. E. Degans, C. T. Thurmond and A. K. Kessler

#### Steamers Will Carry Mahogany

Announcement has been made that the Otis Manufacturing Company, New Orleans, has bought one steamer and is negotiating for another, and will employ them in carrying mahogany from southern Mexico to New Orleans, and on the return trips to the South cargoes of general merchandise will be carried. The steamer which has been purchased has a capacity of 1,300,000 feet of lumber of logs. It is expected that the first sailing will take place about May 1.

#### A Deserved Promotion

Francis Kieter torest supervisor who has been in charge of the Ozark National Forest of Arkansas for the past several years, has been instructed to report for permanent assignment as an assistant to the district forester to the district forester's office in Washington on or about May 1. His duties there will be to assist in the work for district number seven, which embraces Arkansas, Oklahoma, and Florida.

E. V. Clark, now in charge of the national forest in Georgia, will succeed Mr. Kiefer as supervisor of the Ozark forest. Mr. Clark is regarded as a man of exceptional qualifications, whose experience well fits him for carrying on the work of the Ozark National Forest. He first entered the Forest Service in the Plumas National Forest in California and was later transferred to Georgia to take charge of the national forest of that state.

Mr. Kiefer has made many friends in the Ozark regions who regret to see him leave the state, but they all refoice over his promotion. He is a graduate of the Michigan Agricultural School, and is regarded as one of the best men in the Forest Service.

#### Arkansas Timberland Deal

Information has reached Little Rock that J. H. Wood of Parkin, Ark., has recently purchased a tract of very fine timberland in Crittenden county, containing 6,400 acres, for a cash consideration of \$223,168. The timber is said to consist mainly of oak, gum and ash, and to be of excellent quality. This tract was formerly owned by Russell E. Gardner of St. Louis and was held by him as a bunting preserve. According to the information given out the timber is to be removed at once and the land converted into farm lands. It is of a rich character, and is so situated as to be readily converted into agricultural uses,

It is locally understood that the purchase was made for the Lansing

# With the Trade

Starts as Logging Efficiency Expert

If you have the compared to the problem of the prob

Mr. Dow began the logging business when seventeen years old with the W. H. Webberger et al. Reviewer M. H. Webberger to dent of the Bay City Chemical Company, Bay City, and was also with the Lake Superior Chemical Company of Marquette, Mich., for a number of years. He then went with the Lake Independence Lumber Company.

#### Opens Up Two New West Virginia Mills

that it is opening up two new circular mill operations in Boone county. West Virginia. One located at Selbe, in Boone county, is already under way, and the other will shortly be completed, probably being in operation by the first of May. The company estimates that it will have a combined production of about 30,000 feet of stock a day and that about sixty per cent of this will be oak and a considerable quantity high grade poplar. All the stock will be sold through the Charleston office.

#### Northern Lumbermen Perfect Big Southern Operation

The organization of the Foster Creek Lumber & Manufacturing Company of Madison, Wis., with a capital stock of \$1,500,000, by Milwaukee, Madison, Chicago and New York capital, marks the first large logging and lumbering enterprise put under way in Wisconsin in many months. The company will operate in Mississippi and owns approximately 52,000 acres of timberlands in Wilkinson county, on the main line of the Yazoo & Mississippi Valley railroad. The general offices will be in Madison, Wis.

Mississippi Valley railroad. The general offices will be in Madison, Wis, Officers have been elected by the new corporation as follows: President, Fred M. Stephenson, Chicago, Ill.; vice president, Edward J. Young, Madison, Wis.; treasurer, A. E. Proudfit, Madison, Wis.; secretary and general manager, George L. Stephenson, Milwaukee.

The president of the company is a son of Hon, Isaac Stephenson, Marinette, Wis., former United States senator from Wisconsin and a lumberman of international note. Another son, Grant T. Stephenson, is a heavy stockholder. The secretary and general manager, George L. Stephenson, is a nephew of the former senator, and has been identified with the southern lumber industry for many years, having built several large mills in Louisiana and Mississippi and for the last year or two representing extensive southern timber interests with offices in Milwaukee, Edward J. Young is a member of the Britting, as a Young Comp. in Madison, wholesale lumbermen, and the treasurer, Mr. Proudfit, is president of the First National bank of Madison, and a large stockholder in various timber, logging and lumbering concerns in the South and Southwest.

A double band mill, with resaw, costing between \$200,000 and \$400,000 will be established in Wilkinson county, Mississippi, during the summer and fall. It is estimated that it will cut on an average of 20,000,000 feet a year. The mill site is on the Yazoo & Mississippi railroad and the promoters of the new enterprise intend to build a model town around it. It will be named in honor of one or more of the officers in combination. The plan is to make the new city a departure from southern town building ideas.

The 52,000 acres owned by the company are covered with a heavy growth of virgin yellow pine, with here and there patches of hickory and other hardwoods, and an ample supply of timber for many years' run of the mill at 30,000,000 feet per annum is assured.

George L. Stephenson left Milwaukee April 4 to take initial steps in the enterprise. He expects to return North in three or four weeks, and will then make provision for the construction and equipment of the mill. He does not anticipate any great difficulty in obtaining quick delivery of equipment, in spite of the situation in the iron and steel

Wheelbarrow Company of Lansing, Mich., which company will make use of the timber removed from the land in the manufacture of its products at Lansing. The company also plans to construct a line of railway through the tract, from Hughes on the Marianna Cutoff of the Iron Mountain railroad to Bruin's Landing, a distance of about seven miles.

Will Rebuild Burned Mill

The sawmill on Walloob lake, near Petrosly, Mich., belonging to and operated by Coveyou Brothers, has been burned. It will be rebuilt as there was a large stock of logs, ties, lumber, etc., on hand from the winter logging jobs and these will be made ready for market,

#### W. P. Brown & Sons Lumber Company Expanding Rapidly

A romance of the lumber business is indicated in an announcement which has just been made by the W. P. Brown & Sons Lumber Company of Louisville, that Brown Bros. & Carnahan, for which it is selling agent, has taken over the sawmill, railroad and timber of the Kentark Land & Lumber Company at Allport, Ark; the mill, railroad and timber of E. P. Ladd & Co., at Furth, Ark., and the lumber of the Carnahan Allport company at Geridge, Ark. The deals, which are among the most important reported recently, serve to call attention to the remarkable development of the Brown enterprises, and the strides which have been taken by T. M. and J. G. Brown, members of the firm, in reaching their present place among the leading bardwood manufacturers and timber operators of the South.

A little over ten years ago the Brown boys came to Louisville with their father, the late W. P. Brown, and started a wholesale lumber yard. business was relatively small, and the Louisville yard was the whole Today they not only have two immense yards here, carry ing every thickness and grade of every kind of hardwood manufactured, and enabling them to offer special services to consumers in connection with mixed cars of unusual items, but direct and through their connec tions they control seven bandmills and timber to the extent of 260,000. 000 feet. The fact that the concern has succeeded in this big and unusual way during a period which has been considered unfavorable to business by most lumbermen makes the achievement all the more notable.

The W. P. Brown & Sons Lumber Company has a double bandmill and a single bandmill at Fayette, Ala., with planing-mill and dry-kilns. Over 70,000,000 feet of timber are available for this operation, including red and white oak, which is sawed plain and quartered; gum, poplar and yellow pine. The company has a bandmill at Dickson, Tenn., as well, and is also selling agent for the B. E. Kenney Lumber Company of Frankfort, Ky., which secures its logs from eastern Kentucky and features the production of soft Kentucky river oak, poplar and basswood.

The firm of Brown Bros. & Carnahan was formed a few months ago for the purpose of operating a mill at Furth, Ark. The members of this concern are Robert Carnahan and the two Browns, who have added an important unit to their rapidly growing organization in the person of Mr. Carnahan, who is well known for his operations in eastern Ken tucky and Arkansas. Mr. Carnahan, who now makes his home in Pine Bluff, Ark., has had wide experience in the logging and sawmill end of the business, and is the active manager of the operations at Furth and Allport. He organized the Kentark Land & Lumber Company, and his accession by the Brown interests is regarded as a fine stroke on their part.

The extent of the Furth interests is indicated by the fact that there are 40,000,000 feet of timber connected with this operation, consisting principally of white oak, the remainder being gum and cypress. There are 50,000,000 feet of timber at Allport, where 27,000 acres of timber was taken over. White oak is the principal wood, 90 per cent of the stumpage being of this variety. Cypress and gum make up most of the remainder.

Although well supplied with timber sufficient to take care of their operations for a number of years, the Browns have had the foresight to anticipate their requirements, and several years ago acquired one of the finest tracts of timber in Arkansas. It is located in Monroe county, and consists of 13,000 acres with a stumpage of 100,000,000 feet of oak and gum. This big property is being held for development later by the Brown Bros. Land & Lumber Company.

A close friend of the Browns, in describing their unusual success in the hardwood field, said that first of all they know the business from top to bottom-"up one side and down the other," as they say in Kentucky. They are born lumbermen, their father having been one of the veteran operators of the West, and the boys having gotten their first knowledge of the business by playing in the sawdust of his mill at Madison, Ind., twenty-five years ago.

In addition, they have shown ability to keep up with the demands of the trade, and have put themselves in a position to supply every need of the customer, no matter how difficult. By catering to the requirements of the consumer, rather than insisting on the consumer taking the lumthe Browns have won a reputation which has enabled ber "as she lay," them to increase their volume of sales to a tremendous extent.

They have a large selling organization, covering the South and Canada. as well as all the states east of the Mississippi, and J. G. Brown himself is responsible personally for much of the business which goes on the books. T. M. Brown is given credit for unusual executive ability, and is also strong for association work, having been one of the organizers and one of the first presidents of the Louisville Hardwood ('lub, and holding at present a place on the executive committee of the National

Hardwood Lumber Association, and as trustee of the National Wholesale Lumber Dealers' Association.

Summing it up, the Brown company, by reason of its timber holdings, its manufacturing facilities, and its sales organization, is in a unique position to render efficient service in the production and distribution of hardwood lumber.

#### Finishing the Lumber Study

Franklin H. Smith, now located with the Forest Service, Washington, D. C., spent a few days last week with friends in Chicago. Mr. Smith has completed his reports on lumber trade conditions in the Orient and the bulletins have been well received by the public. Since returning from the Far East last fall he has been at work on bringing together data relating to the world's timber supply in general and its probable effect upon markets in such countries as the United States lumber will probably reach in course of trade. Routes which lumber will take by sea and land constituted part of the study which Mr. Smith has been engaged in since his return to the United States. He expects to locate in Washington and give all his time to the work of the Forest Service.

#### Lamb-Fish Company Lands Big Tie Order

The Lamb Fish Lumber Company, of Charleston, Miss., is working on an order for several hundred thousand crossities to be shipped to the French government. Deliveries are to begin May 1 and will be made every two months thereafter until the completion of the order, which is the largest so far booked by any firm engaged in the hardwood trade. Barges have already been secured for handling these ties from Greenwood, Miss., down the Yazoo river to Vicksburg, and thence down the Mississippi to New Orleans. The barge method has been decided upon because the rates are lower and because barges can be run alongside the receiving ship and unloaded, thus saving an entire handling charge in that port. It is suggested, that, if merchants and other interests in Mississippi give the company proper support, the operation of this barge line may be made permanent. The ties will be handled from Charleston, Miss., the site of the big mill of this firm, to Greenwood by rail. The company intends to start running night and day at its plant in the near future and a large portion of its capacity will be devoted to the order in question.

#### Big Timberland Deal

During the past several weeks West Virginia has been the scene of some large timber deals. The latest is the sale of 1,000 acres of virgin timberland to Samuel P. Arnold of Morgantown, and Noah Nazum of Frenchton, the tract representing the C. E. Mollohan holding on Holly river, in Braxton county, W. Va. A new concern, the Arnold-Nazum Lumber Company, announces that it will begin to develop the tract at once,

#### Theodore J. Reitz

After a long illness, Theodore J. Reitz, aged fifty-four years, died Monday morning, April 3, at his home, 618 Oakley street, Evansville. Mr. Reitz was a son of the late Clemens Reitz of Evansville. He was a member of the Clemens Reitz Sons Company with hardwood mills at 200 Seventh avenue. He grew up in the lumber business and had been connected with the company since boyhood. He was a man of many good qualities and his death is deplored by a large number of friends. Reitz was a prominent member of the Elks lodge. He is survived by his widow and six children.

#### New Company to Operate Stool Plant

The plant of the Racine Stool Manufacturing Company, Racine, Wis., recently purchased by new interests, will probably be operated in the near future by the new organization, which it is stated, will be incorporated for \$100,000. It is reported that Fred Blandin, who for many years was interested in the Racine Manufacturing Company, will be general manager for the new concern,

#### S. W. Jurden

S. W. Jurden, president of the First National Bank of Wellston, in St. Louis, Mo., and for years actively engaged in the lumber business, died in St. Louis March 18 at the age of sixty-seven. Mr. Jurden, who was the father of Ralph L. Jurden, vice-president and secretary of Penrod, Jurden & McCowen, Memphis, Tenn., was a native of North Adams, Mass. He moved to Missouri in 1868, and engaged in the retail lumber business at Holden. A few years later he became actively connected with the bank of Holden, of which he was later elected president. He remained in this office until 1904, when he moved to St. Louis and founded the institution of which he was the head at the time of his death. He organized the De Hodiamont Lumber Company of St. Louis, and was a stockholder and director of Penrod, Jurden & Mc-Cowen. Mr. Jurden was widely known in the lumber and veneer trade, and took a keen interest in the development of the business. He is survived by his wife, one daughter, Mrs. R. O. Kennard, Jr., of St. Louis, and two sons, Guy E. Jurden, vice-president of the First National bank of Wellston, and R. L. Jurden of Penrod, Jurden & McCowen, funeral was held in St. Louis March 20, the interment being in Bellfountaine cemetery, St. Louis.

#### Railroad Company Engaged in Important Reforestation

The Chicago, Burlington & Quincy Company is engaged in a close study of reforestation, and has already done considerable along this line. The company now has 200,000 catalpa trees growing along its rights of way, and

# THE popular Birds Eye Maple Furniture is made from our Bleached Veneers that will not Turn Yellow.

Send for Samples

### BIRDS EYE VENEER COMPANY

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#### Planning a Handle Factory

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### Pertinent Information

#### Lumber Still Crosses the Seas

The 2h ships to scar cand charters hogh the runnermen of the north of Poste coast stal and ways of sending their product abroad. During 10 foots that seven vessels loaded with one of left ports in Washington and Orogen for foreign lands, carrying 17,247,372 feet of lumber, consigned to Finghend Peru Chile New Zealand Panama, China, Japan and Vistralia. Severtors of the bunder carrying ships floated the American flag.

#### Export Record Broken

On their record has gone to smash. American exports for Pebruary Sacre, 8400-836-525, which was the highest mark ever reached by the export trade of this country. Furring no north in the past did our shapments abroad ever come within fifty indiion dollars of that mark. It now seems proceed that the exports for the usual voir which ends I are 30 will reach \$4000,000,000. The amports for Pebruary were greater than for the corresponding month in any preceding year. Over the thirds of the north's imports entered dety free.

#### By-Products of the American Lumber Industry

Prof. II. K. Benson has completed a careful study of the progress being made in this country in utilizing the billions of feet of wood that have hitherto been wasted. The Bureau of Foreign and Domestic Commerce has published the results of this investigation in the form of a bulletin which it is anxious to place in the hands of every person and concern directly connected or indirectly interested in this subject.

The report includes chapters on wood distillation, the manufacture of tannin extract, the production of wood pulp, the manufacture of ethyl nlcohol from sawdust, the manufacture of producer gas, and the progress that has been made in manufacturing a number of minor wood products. Prof. Benson has described the processes in use, but he has also paid particular attention to the commercial obstacles that have stood in the ray of a more rapid development of some lates. When the war is over a study will be made of these industries in the European countries where they have been highly developed.

The bulletin is entitled "By-products of the Lumber Industry," Special New Series No. 110, and is sold for the ten field price of 10 cents by the District Offices of the Bureau of Foreign and Domestic Commerce and by the Superintendent of Documents, Washington.

#### Extending the Lumber Embargo

Resent developments in connection with the British order in council

I stooks forwarded indicate a tendency on the part of the English authorities to narrow the unrestricted list more and more, with the ultimate aim of including all of the woods. Since the first interpretations of the order were received, oak has been shifted from the unrestricted to the restricted class, and as oak is one of the chief items of export it will readily be seen that the change means much to the trade, Almost the only portion of the foreign business still unrestricted within the limits of the curtailed shipping facilities is yellow pine, and the belief prevails that it is only a question of time when licenses will be required for sellow pine also. As was stated at the time, the first declared purpose of the British government in adopting the license requirement was to keep out of the market stocks which were not really needed, and with this declared end in view it was provided that licenses from the British Board of Trade must be obtained for all cabinet woods, including poplar, gum, basswood, beech, birch, hickory, maple and some others. The first change was to take hickory out of the restricted class, but this was much more than compensated for by including oak. The purpose of the British government is thought here to be to give the Board of Trade complete control of the lumber imports into the United Kingdom. and enable it to exclude all imports which in the opinion of the board can be dispensed with. In addition, substitution of woods from Canada, for instance, will be encouraged, the imports from the United States being reduced to a minimum. This policy, in the belief of the shippers, is intended to be permanent, to continue even after the war, as an economic measure, and suggests what may be expected on a large scale. All the nations of Europe are expected to economize, but it will none the less cause a feeling of disappointment in the United States that a country which has benefited most from the enormous traffic in certain materials and which has so largely called to its aid the resources of America, should be virtually the first to adopt arbitrary restrictions and discriminate against the United States.

#### Government's Attitude on Antitrust Prosecutions

On March 28 an address was delivered before the Boston Commercial Club by Edward N. Hurley, vice-chairman of the Federal Trade Commission. His subject was "Trade Associations and Better Business Methods." He touched upon the government's attitude toward prosecutions under antitrust laws. Some months ago, said he, a committee from the Chamber of Commerce of the United States sought a conference with the Department of Justice with a view to ascertaining the probable attitude of the department of justice with respect to future prosecutions under the antitrust laws. It was explained to the attorney general by representatives of the committee that if he would express himself, it might be regarded as reassuring to the public mind and at the same time dispel some uncertainty which heretofore has been said to exist. A number of conferences were held and the result was that the attorney general made a statement in which among other things he outlined the policy of the department as regards the method of enforcing the law in those cases which are admittedly doubtful. He stated that where men have entered into a transaction, believing in good faith that the transaction is a lawful one and subsequently upon complaint made the department reaches the conclusion that the transaction was not in accordance with the statute, but is yet satisfied of the good faith and innocent purpose of the parties and can see that there was ground for the view upon which they acted, it has not been and will not be the policy of the department to invoke extreme penalties against them. In such a case the department would consider that the just and appropriate and quickest way of enforcing the law would be by a civil proceeding in which the question involved could be contested or a consent decree entered, according as the defendants desired, or by a notice to the parties of the department's conclusion with opportunity to abandon or modify the transaction. It was further stated by the attorney general that no proceeding is ever instituted until after the most painstaking and exhaustive investigation, in the course of which the person or corporation against whom complaint is made is given full opportunity to submit its defense before any action is taken.

#### Completing the Lumber Census

The Forest Service announces that by April 30 it expects to complete the collection of the lumber census for mills cutting 1,000,000 feet a year or over. Returns have been received from 2,989 mills and during 1915 they produced 25,473,329,000 feet. Some mills in the 1,000,000 class have not yet reported. If the census stops at mills cutting 1,000,- $000\ \mbox{feet}$  and takes none smaller than that, the work will omit from 35,000 to 40,000 mills in the country. That is, the census will cover about one mill in a dozen; but those omitted will be small and their output will not be in proportion to the number of mills. There were 48,112 active sawmills in the United States in 1909, at the time of the decennial census, and there is no reason to suppose that the number is much smaller now.

#### The Weeks Law Extension

Funds for continuing forestry work under the Weeks law were not provided by the House Committee on Agriculture. A small majority was against the measure. It was with money provided under this law that forested lands have been bought in the southern Appalachians and in New England by the government and placed under management to protect the water courses. The law as it was originally passed provided funds for five years, and that time has now expired. The failure to provide for acquiring additional land comes as a disappointment to the friends of forestry. Lack of revenue was the chief cause of the failure to extend the Weeks law. However, the fight is not yet done. Senator Gallinger has introduced an amendment to the Agricultural Appropriation bill for the purpose of procuring the necessary funds to carry on the work. The fate of the amendment cannot be foretold.

#### Hemlock's Advertising Campaign

Within the next two weeks the hemlock interests in Michigan, Wisconsin and Minnesota will begin a five-year campaign of promotion work, including advertising in several hundred newspapers in the three states. It is the announced purpose to spend \$25,000 a year for five years. The organization backing the campaign is strong.

#### Lumber for Snowsheds

It is said the Great Northern railroad will use 30,000,000 feet of lumber this year in building snowsheds to protect its track across the Cascade mountains. The cost of the lumber will not fall much short of \$400,000. It is expected that most of the lumber will be bought in Washington and Idaho.

#### Hardwood News Notes

#### ====-≺ MISCELLANEOUS >=

The Abbott Lumber Company has been incorporated at Fayetteville, Ark., by Harvey M. McCracken, T. M. Platter and William Abbott. The capital is \$30,000.

The Lewis Brothers Manufacturing Company, Rockford, O., will move its indoor finishing factory to Lima, O.

The Amesbury Body Company has succeeded the Clark Carriage Company at Amesbury, Mass.

The Biltmore Saw Mill Company has been incorporated at Biltmore, N. C. The capital stock is \$25,000.

The American Lead Pencil Company, Lewisburg, Tenn., recently sustained a loss by fire.

The old firm of Louis Bossert & Sons, Brooklyn, N. Y., has recently been incorporated under that name.

It is announced from Michigan City, Ind., that the assets of the Midland Chair Company of that place have been advertised for sale by the receiver, the sale to take place April 15.

#### =< CHICAGO >==

The Garden City Parlor Furniture Company, Chicago, has become an involuntary bankrupt.

The Missouri Lumber & Land Exchange of Kansas City, Mo., will open a branch office in the Railway Exchange building, Chicago, on April 15. The offices, which will be located at 753 Railway Exchange, will be in charge of B. E. Cook.

C. G. Powell, secretary and general manager of the Fullerton-Powell Hardwood Lumber Company, South Bend, Ind., was in Chicago for a few days last week. Mr. Powell gets to the city frequently and makes his headquarters at the McMullen-Powell Lumber Company's offices in the Lumber Exchange.

The D. K. Jeffris Lumber Company is now located at 525 Peoples Gas building. The company had been located in the Pullman building for many

C. H. Donaldson of the Mason-Donaldson Lumber Company, Rhinelander, Wis., was a visitor of prominence, who put in some time in Chicago a week ago.

The Western Wood Turning & Manufacturing Company of Chicago has increased its capital stock to \$60,000.

Henry Ballou, associated with the Mitchell interests at Cadillac, Mich., passed through Chicago last week on his way home from an extended trip to Florida. Mr. Ballou has been in the Southland enjoying life for the

We manufacture bandsawed, plain and quarter sawed, White and Red Oak and Yellow Poplar.

We make a specialty of Oak and Hickory Implement, Wagon and Vehicle stock in the rough.

Your inquiries solicited

### Arlington Lumber Co.

ARLINGTON, KENTUCKY

### **Dimension Hardwoods**

Cut to Your Order

Save Time

Save Labor

Save Waste

We solicit your inquiries for Chair Posts and Rockers band sawed to pattern, Table Legs, Table Tops, Seat Stock, or anything in special cut Chair or Furniture Dimension.

THE POWELL MYERS LUMBER CO. South Bend, Indiana

# PLAIN and QUARTERED

AND OTHER HARDWOODS

SOFT TEXTURE EVEN COLOR

MADE (MR) RIGHT

We have 35,000,000 feet dry stock—all of our own manu-facture, from our own timber grown in EASTERN KEN-TUCKY.

Oak Flooring

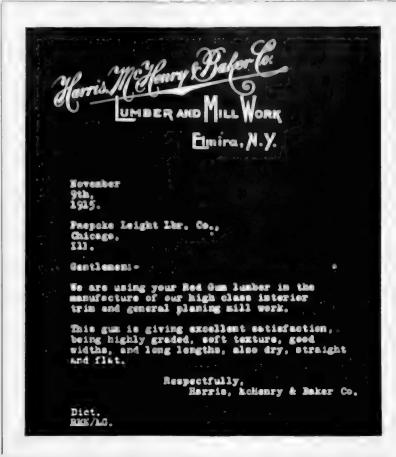
PROMPT SHIPMENTS

THE MOWBRAY & ROBINSON CO., Inc.

CINCINNATI, OHIO

### Wistar, Underhill & Nixon

Real Estate Trust Building PHILADELPHIA, PENNSYLVANIA CHOICE DELTA GUM Dry and Straight



#### Of course it is true that

## Red Gum

Missing timest calmet would but "at a a poor cook will spoil the choicest and while the experienced cher will turn them into prized delicacies, so it is true that

> The inherently superior qualities of Red Gum can be brought out only by proper handling

Mer you buy this wood, as when you buy a new and the you want to feel that you have teason for allown in will be mist as represented

Accordance genuine superiority for our Cum. The proof that you can have confidence in this claim is shown by the letter reproduced herewith.

> Your process demand that you remember this proof of our ability to preserve the worderful qualities of the wood when you again want RED GUM.

### Paepcke Leicht Lumber Company

CONWAY BUILDING 111 W. WASHINGTON ST. CHICAGO, ILL.

Band Mills: Helena and Blytheville, Ark.; Greenville, Miss.

past two or three months, and was booking the when he went through

A 101 for a counting and dissolution less own filed by the American Indoor compary the ago, Ill.

1). Vista E ser Vencer Company has changed its name to the Austin

Venour & Lumber Company
W. H. Weiter so retary of the Hardwood Manufacturers' Association of the United States, Cincinnati, O., was in the city the week of April 3.

May Kosse present of The Kosse, Shor & Schlever Company, Cincinnation is to the the book trade March 10

n. 2 for Mary 21 Alexander Copy found for sew to Kinned Golders, a second of the first control of the following second of the first control of the first con invitations to the Ideal club of lumbermen golfers.

The first of the four Council end of permovement generals.

When the first term of permovement generals are conjugated as the second and the second are confused as the second are conf

high resord. Inch lumber, FAS, is bringing \$30 more than it did a year ago with proportionate advances throughout the list. The price gs has advanced so much that fresh lumber will have to bring t or even higher prices. The other imported woods are stronger

=-≺ BUFFALO >----

 $\frac{1}{1+\epsilon} \frac{1}{1+\epsilon} \frac{1}$ the second of th a to 2 work will be arried on here this spring and April promises to be a heavy month.

The shortage of cars which has affected many shipping points lately has not been particularly noticeable and the bardwood yards have been due largely to Buffalo's importance as a railroad and distributing center. The movement of grain from this center is always heavy after the close

Taylor & Crate are planning to develop their Black Rock yard which was bought about two years ago, partly as an investment and partly with a view of adding to their facilities for handling big hardwood stocks here. A. J. Chestnut has gone to New Hampshire to look after his com-

pany's mill and lumber interests there. It operated there for several years, largely in hardwood flooring.

Fred M. Sullivan has gone to Bogalusa, La., where his brother, W. H. Sullivan, is vice-president of the Great Southern Lumber Company. This is Mr. Sullivan's first visit to the mill. His wife and mother bave been in Bogalusa several weeks.

The Buffalo Hardwood Lumber Company has opened headquarters in the South for the purchase of general hardwoods in Kentucky, Tennessee and other states. J. B. Wall, president of the company, recently returned from a southern business trip.

The Atlantic Lumber Company is getting in stocks of different hardwoods, including maple, oak and cherry. The last mentioned wood is in fair demand with the company at present.

G. Elias & Bro, expect to have their new dock completed by May. The work was held up a good deal during March, but now a large force of men is employed in its construction.

Blakeslee, Perrin & Darling state that maple, oak and ash are being received at the yard and a fair amount of business is being done, though shipments are hampered by embargoes.

The Hugh McLean Lumber Company's mill at Memphis started up on April 1 with a fair supply of logs. High water and rains caused a temporary shutting down a short time ago.

The Yeager Lumber Company reports the hardwood trade keeping up steadily, with an especially good demand for maple. A large stock of this lumber in the yard has gone out to customers rapidly during the

Miller, Sturm & Miller have been getting a sale for hickory among other hardwoods lately, though the demand is largest in maple and oak. E. J. Sturm has returned from an eastern business trip, finding good demand and the embarge

The Standard Hardwood Lumber Company reports the demand openin the formulae line with wirner weather, with Ing up out. plain oak holding strong.

#### ===< PITTSBURGH >=====

The W. L. R. . . . . Rec. & Lean  $\sigma$  Company has fibel a petition asking that be dissolved. The company's hearing will be on April 29. it be dissolved.

C. E. Breitwieser & Co. do not find any sensational gain in business but



This shows the possibility of FIGURED QUARTERED RED GUM as used in our private office. We specialize this wood

#### Importers and Manufacturers

## Mahogany

and

Cabinet Woods SAWED AND SLICED

Quartered INDIANA White Oak, Red Oak, Figured Red Gum, American Walnut, Etc.

> Rotary Cut Stock in Poplar & Gum for Cross Banding, Back Panels, Drawer Bottoms & Panels.

### The Evansville Veneer Company, Evansville, Indiana

say that the tendency of affairs is very strong and that lumber buyers are becoming more active.

At the recent election of the Pittsburgh Wholesale Lumber Dealers' Association J. B. Montgomery of the American Lumber & Manufacturing Company, was elected president; C. V. McCreight, Ricks-McCreight Lumber Company, vice-president; J. G. Criste, Interior Lumber Company, secretary and treasurer; and E. S. Dunn, J. P. Garling, A. Rex Flinn, J. C. Donges and F. R. Babcock, directors.

The plant of Hubbard & Co., shovel manufacturers, which was burned down recently, is being rebuilt. This company is a large buyer of hardwood for handles.

The National Casket Company has arranged to build a \$60,000 fireproof factory on the north side. The company is one of the biggest buyers of lumber in the Pittsburgh district.

March total of building showed 298 permits issued amounting to \$1.767.612. This is about \$760,000 more than in March, 1915.

The Shaffer Lumber Company of Ligonier, Fa., will fit up a planing mill and woodworking shop at once and do considerable business in hardwood manufacturing.

The West Penn Lumber Company is doing a fine business with manufacturing concerns and according to E. H. Stoner finds that inquiry is keeping up very strong. Prices are firm.

The Aberdeen Lumber Company is going right after the gum and cotton-wood trade in a way that insures very large sales from its splendid stocks. President J. N. Woollett reports that car shortage and embargoes hinder business considerable.

The American Lumber & Manufacturing Company believes that there will be a strong steady trade this spring. Inquiries are fairly numerous and buyers seem more inclined to pay prices asked than a few months ago.

#### **=≺** *BOSTON* **>**=

The increased activity in spring business is shown by the large number of firms being organized all over New England for construction and manufacturing, the principal companies being The Burr Lumber Company of Haddam, Conn., a \$50,000 corporation with James A. Burr of Middletown. Conn., president; the Knight Lumber Company. Lewiston, Me., and the Passadunkeag Lumber Company at Passadunkeag. Me.; also the Horace A. Weeks Company. Inc., Kittery, Me., manufacturing lasts, shoe-trees, etc., and new construction companies in the following cities: A. N. Currier & Sons, Haverhill, Mass.; Mossman Wood Turning Company. Fitchburg. Mass.; The Reid-Whitcomb Company and Keller Construction Company at Boston; The American Building & Construction Company at Augusta, Me.; The Connecticut Building & Supply Company,

Milford, Conn.; and the Standard Construction Company at New Haven, Conn.

The United States forestry reservation in New England has been extended by the purchase of about 25,000 acres largely in western Maine adjoining previous holdings in New Hampshire.

Contracts awarded for building and engineering operations in the New England states during the first three months of 1916 amount to over \$39,000,000, exceeding the next highest year of 1912 by about \$2,300,000. A great deal of this work being factory construction and extension, the lumber trade as well as all other local industries should experience a heavy trade the coming season.

#### =< BALTIMORE >=

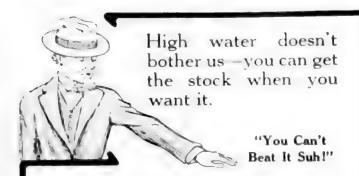
Charles M. Buchanan, a young wholesale lumberman, with offices in the Equitable building, has been named Baltimore representative of William Whitmer & Sons, Philadelphia. Mr. Buchanan has been for years closely associated with A. Harvey McCay, who preceded him, and is entirely familiar with the company's affairs. He will, furthermore, have the advice of Mr. McCay, with whom he will remain in frequent touch. Mr. McCay's health has not been good for some time, and he found it desirable to seek relief from some of his business cares.

Some twenty of the furniture manufacturing concerns in Baltimore met at the Emerson hotel on March 27 and organized the Baltimore Furniture and Bedding Manufacturers' Association. The officers elected are: President, P. E. Graff; vice-president, J. Hughes; secretary, S. W. Harden, and treasurer, George A. Horner. Mr. Hughes, with S. Levenson, William Kemper, W. A. Korb and J. E. Deimer, make up the executive committee. The object of the association is to secure unity of action among the membership and to promote such trade methods and customs as will tend to improve the conditions of the business.

Ben H. Johnson of the Mansfield Hardwood Lumber Company, New Winnfield, La., recently stopped in Baltimore on his way to New York.

The F. X. Ganter Company, manufacturer of show cases and office and store fixtures, whose factory in South Baltimore was destroyed by fire two weeks ago, is making arrangements to rebuild. In fact, some of the preliminary work to this end has already been done. Meanwhile the force of draftsmen employed by the company continues with its labors, numerous plans for fixtures being worked out and made ready for execution at the factory. The company is an extensive user of hardwoods.

The Holston River Lumber Company, Darlington, Md., recently incorporated with a capital stock of \$300,000, intends to erect large mill and other equipment near Abingdon, Va., where it has acquired a big timber tract. The mill, a double band, is to have a capacity of about 100,000



### KENTUCKY OAK

like the Kentucky thoroughbred, was selected by Providence to represent perfection.

A most satisfying uniformity in color, beauty of figure and texture characterize this stock.

To use any of the following items will make you want more:

4 cars 4/4 S Wormy Oak 5 cars 1x6-16 Oak Fencing 25 cars 4/4 No 1 Com. Pl Red Oak

4 cars 4/4 No. 1 Com. Pl. White Oak 3 cars 5/4 No. 1 Com. & Bet. Pl. Red Oak

2 cars 4/4 1st & 2d Qtd. White

2 csrs 4/4 No 1 Com. Qtd. White

3 cam 4/4 No 3 Com. Poplar, 3 cam 4/4 No 2 A Com. Poplar 3 cam 4/4 No. 1 Com. Poplar 1 car 4/4 Stained Sap Poplar 1 car 4/4x11 in, and up Agricultural Poplar

10 cars 4/4 No 2 Com. & Bct. Sound Wormy Chestnut 10 cars 4/4 No 1 Com. & Bet. Chestnut

1 car 4/4 Log Run Buckeys

E. R. Spotswood & Son KENTUCKY

# PERKINS .:. GLUE .:. COMPANY

Sole Manufacturers and Selling Agents

Perkins Vegetable Veneer Glue

---- J. M. S. BUILDING

South Bend, Indiana

for the work of the constraints of the recently for subding. The product of the respect to the first of A to A to B in Euler's at the B tell believes to A to be the construction of the mit.

When Record I. Whether fermer presides of William Whitmer & Sons, Phaladelphia who was obliged to retir on account of it health, isturned to the Quarker City last year fully restored it was announced that he intended to get back into the linear business. In connection with this announcement it is of interest to note that the South River Lum & Conpany has been incorporated with a capital stock of Microson and headquarters at Cornwall Vac to engage in lumering operations. The president of the new corporation is Mr. Whitmer and the secretary Harry Stocks of Northumberland Pa. No details of the plans of the congress have been much public thus far.

#### — ≺ CINCINNATI >=

Damages amounting to \$30,000 have been asked by C. Crane A to because of the climination of the Pennsylvania narrord crossing at Life avenue and Brothetton read, near the Crane stanch yard on the histop. Last week the Crane concern filed application for this amount with the city council.

Word was received here by Cincinnati sumbermen that an increase to 12 cents per one hundred pounds on bember and lumber products from St Paul, Minneapolis, Duluth Minnesota transfer Stiliwater Minn. Ashland, Wis., and points taking the same rates to Chbago and Cho.ago rate points, was approved as the Interstate Commerce Commission. This makes a net increase of from one to two cents.

The Cincinnati Car Company, a heavy consumer of hardwoods and yellow pine is enjoying a prosperous year. An order for twenty hys additional cars was received recently from the Consolidated Tractica Company of Pittsburgh. This makes the compacte order from that company total 100 cars valued at arount \$300,000. This increased business on the part of the car company is quickly reflected in the local lumber market.

August Maly, manufacturer of furniture will soon move his factor: to Richmond street. The new plant is a long four story structure and will more readily accommodate the growing business. The property acquired by Mr. Maly was held at a little over \$20,000.

R. F. Backer, hardwood lumber dealer, whose yards are located on Western avenue, recently returned from New Orleans where he sport some time investigating export conditions, particularly delying into the South American situation in which trade the scarcity of bottoms is outle serious. Mr. Backer is of the opinion that even after the war is over. American dye manufacturers will continue to use Central American logwood because this involuntary substitute, caused by the blockade of termany, is now preferable to colorstuffs of Europe.

A new only company is being organized by I'mil Haberer, who has been identified with the carriage and auto business for some years, and several associates whose names have not as yet been disclosed. These men are about to start a factory for the manufacture of commercial todies which, from the start, in all probably will be as large as the biggest carriage plant Cin innati ever had. It is reported in real estate circles that the new company, which probably will be known as the Specialty Manufacturing Company has practically closed a deal for a long lease of the major portion of the former plant of the Union Distilling Company, on Gest street, the holding containing more than an acre of buildings of two, three and four stories. A part of this property already has been occupied by the new company.

Mrs. Elizabeth Closterman, aged eighty-seven, wife of Henry Closterman, retired chair manufacturer, died last week at her home on Price Hill. Besides her husband, who is nearly ninety-five years old, Mrs. Closterman leaves two sons and three daughters. Mr. Closterman was one of the pioneer furniture manufacturers in this section of the country and his friends in the lumber field are grieved to learn of his loss.

#### $= \prec CLEVELAND \succ =$

Although activity in the lumber industry of Cleveland, and in the hardwood branch especially, shows something of a letup with the turn of the month, business in all materials continues above the average. The slight dimination in demand recently has been taken by the members as an opportunity to catch up with their orders, owing to the backward shipments from the South.

"Demand for lumber and other building materials could hardly be better," says C. H. Foote of the C. H. Foote Lumber Company. The output is just a out even with receipts. Orders seem to be mostly for maple and birch, for residence construction purposes, and ash for auto truck bodies.

One of the most important changes in the trade during the period has been the dissolution of the Advance Lumber Company. Final action to this end was taken on March 30. All the interests of that concern now have been consolidated with the West Virginia Timber Company, of which George E. Breece is president. Mr. Breece was in Che cland for a few days booking after the interests of the reorganization, and expressed himself as well satisfied with business conditions. The offices of the West Virginia Timber Company will continue to be at the Rockefeller building. Cleveland, with A. G. Webb in charge.

W. A. Cool, treasurer of Vansant, Kitchen & Co., was a recent visitor to Cleveland.

#### =≺ COLUMBUS >====

The Peoples Lumber Company, Wren, Ohio, has taken over the business of the Willshire Lumber Company of Willshire.

The Stine-Weeks Lumber Company of Bryan, O., has taken over the Stine & Ervin Lumber Company.

The yards of the Appalchia Lumber Company, comprising about three acres of ground at St. Bernard, a suburb of Cincinnati, have been sold by the company to the Ault & Wilborg Company, manufacturer of printing inks and chemicals, which proposes to erect a great dye-making works on the site. Under the terms of the sale possession is not to be given for two years, which will enable the lumber company to establish new yards at a convenient location. The Appalachia company has approximately 3,000,000 feet of hardwood stacked in its yards.

The East View Lumber Company of Cleveland, Ohio, has been incorporated with a capital of \$10,000 to deal in lumber by J. O. Anderson, James G. Grown, J. T. Woodward, H. Yanraus and Joseph Yanraus.

R. W. Horton of the W. M. Ritter Lumber Company reports a good demand for hardwoods from the retail trade and from factories. Prices are ruling firm and every change has been towards higher levels. Retail stocks are larger than formerly. Some delay in shipments is caused by the growing car shortage. The company has placed a new man in Columbus territory in the person of E. C. Callanan, who was formerly in the lumber trade in Buffalo.

J. A. Ford of the Imperial Lumber Company says trade in hardwoods is improving and prices are ruling firm all along the line.

The report of the Columbus building department for March shows that 340 permits were issued for structures to cost \$868,935 as compared with 335 permits and a valuation of \$519,200 for March, 1915. Since the first of the year the department has issued 632 permits having a valuation of \$1,406,575 as compared with 543 permits and a valuation of \$757,650 for the corresponding period in 1915.

#### **==≺** TOLEDO **>**=

Toledo lumber dealers were much interested in the decision handed down by Judge Sater at Columbus, April 4, in which he declared the Ohio mechanic's lien law, adopted in 1913, to be valid. He maintained that all such liens must be made in acordance with the state law or the claims of contractors, covered by the act, will be disallowed. Many efforts have been made to knock out the law.

The Skinner Bending Company is running along about as it has been for some time past. There is plenty of business but the concern has been somewhat handicapped by a shortage in hickory. This wood is difficult to get and high in price.

The Gogel Manufacturing Company has been unusually busy making automobile bodies. It also manufactures wagons and carriages, but this business is of secondary importance at present. The concern uses large quantities of ash, oak and hickory. It is finding good hickory scarce. There is plenty of the southern variety to be had, it is stated, but this is of poor quality.

The Fred L. Siebert Company report business rushing in automobile delivery bodies. White ash, oak and poplar are used.

The car shortuge and the eastern embargo has had a bad effect on business for the Toledo Bending Company, which has had great difficulty getting shipments through to the East.

The Booth Column Company is running at full capacity getting out a nice line of orders. The interior column business has been a little stronger than exterior and the call has been quite strong from the East. The car shortage and eastern embargo have interfered with shipments and retarded business to some extent.

The Gotshall Manufacturing Company reports business much improved, with a nice line of orders coming in for ash and elm. Prices are a little firmer.

The Booth Bumper Company has been doing a fair business, although many orders are for future delivery. The high price of gasolene and accessories is held responsible for the temporary lull in business. This concern is well stocked.

#### ====≺ INDIANAPOLIS ≻=

The J. T. Kitchen Lumber Company of Columbus, Ind., has been incorporated with an authorized capital of \$20,000. The directors are J. T., Carrie, and John S. Kitchen.

The Vincennes Furniture Manufacturing Company has increased the amount of its capital stock \$25,000, giving the company a capitalization of \$75,000.

Announcement has been made here of the dissolution of the Burnet-Lewis Lumber Company, which has been maintaining two yards. According to the officers of the old company the dissolution was affected because of the difficulty in maintaining the business of the two yards under one head. Two new companies were organized, each taking over the control of half of the old company's business. The Burnet-Binford Lumber Company was incorporated for \$25,000 to take over the business of the north yard with Harry B. Burnet, Frank L. Binford and Spencer R. Quick as directors. The Lewis-Forbes Lumber Company with an equal amount of capital took over the ownership of the south yard with T. R. Lewis, B. M. Forbes, R. C. Williams and L. W. Lewis as directors.

"LOG ROSSER" This ROSSER is designed for use on any used on muddy, toy and gritty logs. It cuts a path, the depth of bark, one-half inch wide, while log is moving toward saw, thus removing all grit and obstacles, injurious to the saw, from the saw-line, without any loss of time.

The ROSSER arm works automatically and will ride over any shape log, will mound over knots and immediately follow back on log.

(Patented)

SALT LICK

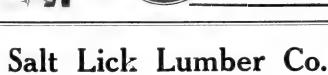
Can be controlled by hand or knee.

NOTICE this ROSSER will perfectly clean your logs, just when and where it is needed, will do the work of several men, will reduce the filing room cost, will save the saw and also enable the cutting of a better grade of lumber.

Send for particulars.

J. A. WEBER CO.
Toledo, Ohio

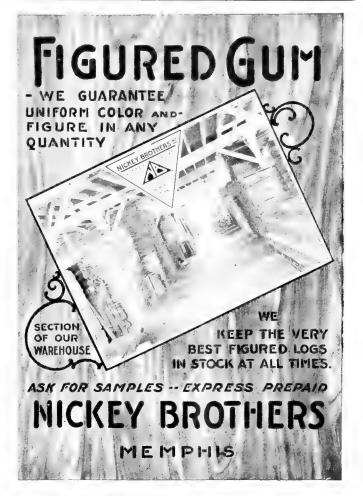
Mfgrs. Sawmilling Machinery.



MANUFACTURERS OF

# Oak Flooring

Complete stock of  $\frac{3}{8}$ " and 13/16" in all standard widths



# 10,000,000 Feet

### Choice Northern Hardwoods



Are putting in pile every month two and one-half million feet of choicest Northern Michigan Hardwoods

### Stack Lumber Company

Masonville, Michigan



### Band Sawn Lumber Piled on Our Dermott Yard

PLAIN RED OAK	HICKORY
FAS 10 m 20 m 10 m 11 1 12 17 17 17 12 17 7 11 11 12 17 17 18 17 7 PLAIN WHITE OAK	1 / 1 1 N 2 C m & Better 47 1 1 N 2 C m & Better 1 1 N 2 C m & Better 22,000' 2" Decking
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OAK BRIDGE PLANK  OF STATE OF THE STATE OF T	1

The above stock BONE DRY and ready for immediate shipment Your Inquiries Solicited

### Dermott Land & Lumber Co. 1559 Railway Exchange Chicago, Ill.

#### → EVANSVILLE >=

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Three holds to the following the travel the chart factory owned and operated to W.O. Lee and Co. at Marion Ky. The male appropriat and add the nested to were destroyed at a loss of executal throughout dollars with it entanced to the \$1.000. The origin of the free is not known.

The George I Schultz I on or Compan, has filed articles of incorporation, the equal stock to be \$2.8100.000. The directors are G. T. Schultz John Weigard and Jacob Hoftler. The company takes the place of the Schultz Washnan Company of this, ity and the new incorporation was peade to essury accuracy of the death of Joseph A. Waltman several months ago.

The stave rails in southern Indiana and southern Illinois are being operated on zero time and trade conditions are said to be rapidly improving. J. C. Greer of the J. C. Greer Lumber Company says the demand for staves for together hogsheads is especially good.

#### —≺ MEMPHIS >=

The American Car & Foundry Company has begun the construction of a woodworking department at its plant at Binghamton, a suburb of Memphis, to be used in the manufacture and repair of wooden cars. It is estimated that this will cost about \$30,000. It will be equipped with up to-date machinery and will greatly aid the company in doing the year amount of repair work now ahead. This firm has business enough in sight to justify full operations for at least a year if not longer. This company is one of the largest consumers of lumber in this section and the increase of its equipment is expected to result in a decided gain in the amount of hardwood lumber and yellow pine used in the manufacture of new cars and in the repair of old ones.

The Illinois Central Railroad Company has begun the construction of sheds to be used in the repair of wooden cars. These are being established at the big terminals of the company in New South Memphis where sheds for the repair of steel cars were recently completed at a similar cost. Advices from Jackson, Tenn., also indicate that good progress is being made on the shops and other facilities being added to the terminals of the Illinois Central at that point.

Building operations in Memphis during March involved a total of \$305,000 compared with \$379,000 last year. Although a loss is shown as compared with a year ago, this has caused no discouragement for the reason that March, 1915, made the best showing of any month for that particular year.

F. R. Stratton & Son have purchased a tract of timber from Duff & Hetzler, Brinkley, Ark., consisting chiefly of gum and yellow pine. The new owners have already purchased a classification which will be installed at once. E. D. Stratton, junior partner, will have charge of this plant.

J. S. Emigh, Pine Bluf, Ark., is moving his hardwood mill from Haywood to Varner, Ark., where he has purchased about 2000 acres of land. The mill will give employment to about twenty men and will have a capacity of 20,000 feet per day.

#### =**≺** NASHVILLE **>**==

Nashville actions to make a remarkable building record for 1916. Permits were issued during March for buildings and improvements to cost 8316,500 which compares with \$188,425 in 1915 and \$229,880 in 1914. Figures at the Nashville Builders' Exchange show that building to the amount of \$2,500,000 is either under way or being planned to begin at once. This city is easily outdistancing all southern cities in building improvements this year.

The great fire March 22 that destroyed 500 buildings in the East Nashville residential section, causing a loss of over \$1,000,000, has been a matter of much interest to the Nashville Lumbermen's Club. This was due to the actitation that has resulted in the extension of the fire district, prohibiting frame houses in a large area. Investigation shows that the conflagration swept through brick and stone houses with greater loss than to some sectors where the houses were of lumber. There is one residence

standing where brick structures burned on three sides of it, and numerous cases of where brick buildings burned while frame residences were left standing by the side of them. At the last meeting of the club a resolution was passed expressing the fact that according to the observation of the Nashville lumbermen buildings of frame construction offered better resistance to the flames in the conflagration than did those of brick construc-The lumbermen felt that this fire unquestionably was favorable to frame construction, and a testimonial against popular belief to the contrary.

Nashville lumbermen will contribute to the fund to be raised by local shipping interests to combat the general advance made in freight rates by the railroads of the South, becoming operative the first of the year.

M. R. Silber, who has been with the Morford Lumber Company, has accepted a position as inspector with Hunt, Washington & Smith.

### =≺ LOUISVILLE **>**=

The belief prevails among Louisville hardwood men that there will be a big demand for lumber after the European war, but fear is expressed that the difficulty of getting ocean bottoms will continue as at present, owing to the big demand for other commodities that can be transported with profit.

Mrs. Jennie Smith Milton, mother of T. Smith Milton, secretary and treasurer of the Churchill-Milton Lumber Company, is dead. widely known in Louisville as an educator.

J. V. Norman, commerce attorney, has returned from Memphis, where he was attorney for the Southern Hardwood Traffic Association in the bearing of its complaint against proposed rate increases from producing territory to points north of the Ohio river.

The Kitchen-Miller Lumber Company is a new corporation in Boyd county, Kentucky. It is incorporated by Ashland and Jellico interests.

Louisville building returns for March will show a large increase in the number of permits issued, but owing to the construction of one big factory plant last year, the total of estimated costs will not be so large as last year. Building totals as a whole this year are running much ahead

R. Mansfield & Son have incorporated at \$20,000 in Louisville. They will continue the manufacture of store, bank and office fixtures

The Craft timber boundary on the north fork of the Kentucky river near Sergent, Ky., has been purchased by L. Dow Collins. It is reported that Mr. Collins will build stave mills.

The hearing of evidence and arguments has been completed in the case of Southwestern railroads against the United States government in which they seek to restrain the Interstate Commerce Commission from putting into effect on April 15 lumber rate adjustments ordered to put Paducah, Ky., on a competitive trade basis with Cairo, Ill. The case was heard in the federal court here before three United States judges.

Charged with securing six carloads of lumber under false pretenses two years ago from N. D. Owens of White Plain, Ky., Dee L. Ernst is held by the authorities at Madisonville, Ky., having been delivered to them from Evansville, Ind.

The Louisville Hardwood Club was addressed recently by F. S. Colley of the American Anti-Boycott Association. Mr. Colley told of the fight that the association is making against unjust boycotts on the part of labor unions. He told of the Paine Lumber Company case now pending before the United States supreme court, involving the question of whether a sympathetic strike is a boycott. He told of increasing demands on the part of labor unions that not only every man working on a contract shall be a union man, but that all dealers furnishing supplies shall have union shops, and said that the association is kept busy looking after strikes growing out of recent business activities.

### **=≺** ST. LOUIS **>**=

March receipts of lumber in St. Louis as reported by the Merchants Exchange were 17,216 cars of lumber, as against 17,655 cars received in March, 1915, a decrease of 439 cars. Shipments were 11,428 cars, compared with 10,565 cars last March, a gain of 863 cars.

month's estimated value of new buildings and alterations was \$1,761,781, a gain of \$492,903 over the corresponding month of 1915.

Secretary Pier announces the organization of Tie and Timber Division "E" of the Lumbermen's Exchange of St. Louis, with all the important the companies of St. Louis as members. This division bids fair to be one of the strongest bodies in the exchange. The organization was effected at the Lumbermen's Exchange headquarters Tuesday afternoon, April 4. The following officers were elected:

Chairman of the division-P. R. Walsh, Walsh-Griffith Tie & Timber Company.

Representative Director-A. J. Gorg.

First Vice Director-A. R. Fathman, Western Tie & Timber Company. Second Vice Director-Charles Murphy, Murphy Tie Company.

A membership committee was appointed to get to work immediately to bring in outside membership.

The gentlemen were all enthusiastic and the plans and scope of the Lumbermen's Exchange were discussed and explained fully by Secretary Pier. Then followed a formal discussion of the needs of the tie and timber concerns.

Chairman Walsh announced that he would defer the appointment of the members of the standing committees of the exchange until he had

# Swain-Roach Lumber Co.

Seymour, Indiana

### Manufacturers of Indiana Hardwoods

TWO BAND MILLS 10 cars 4/4 No. 1 Com. & Btr.

PLAIN RED OAK
5 cars 4/4 No. 1 Com. & Btr. Plain W
4 cars 4/4 No. 2 Com. Qtd. White Oak,
1 car 5/8 No. 1 Com, Ash. Plain White Oak.

We carry a well assorted stock of all Hardwoods.

### 1915 CUT NOW DRY

4.000.000 Feet Wisconsin Hardwoods

All grades 4/4 and thicker

BIRCH

BASSWOOD

ELM

A FEW SPECIALS

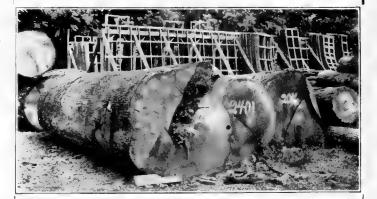
3 cars 1" No. 2 & Better Wis. Oak. 2 cars 1" No. 2 & Better Ash. 5 cars 1" No. 2 & Better Soft Maple. GRADE

SERVICE

Write

J. H. O'MELIA LUMBER COMPANY Rhinelander, Wis.

### You Can See Logs Like These on Our Yard Any Day



# STIMSON VENEER AND LUMBER COMPANY, INC.

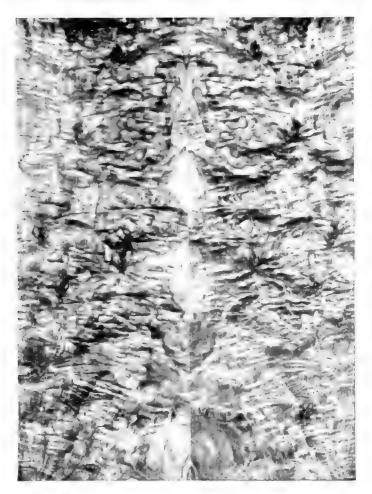
P. O. Box 1015

Memphis, Tenn.

**MANUFACTURERS** 

Hardwood Lumber, Rotary Cut Veneers, Rotary Cut Gum Faces, Cross Banding and Cores.

# M.D.REEDER Hardwood Lumber HARRISON 1166 1501 Fisher Bldg., Chicago 1 W ...



# Made in St. Louis

Photograph of American Walnut Rotary Cut Panel produced in our Veneer Plant. We also manufacture built-up stock of every description used in furniture and fixtures in any thickness, consisting of nicely figured Quartered Gum and Oak, Mahogany, Plain Oak, Yellow Pine, Red Gum, Birch, Ash, Elm, Sycamore, Soft Maple, Plain Gum and Cottonwood.

For particulars, please write

### St. Louis Basket & Box Company ESTABLISHED IN 1880

143 Arsenal Street

ST. LOUIS, MO.

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### ≺ ARKANSAS ≻

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The Chess & Wymond Company, Louisville, Ky., stave manufacturer purchased 10,000 acres of white oak timberland in Van Buren county, Arkansas, and will work the fimber thereon into staves at the company's plant at Kensett Ark

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Elimental J. Elimental (i. S.100 mm). As Klein Corporate transministraturers of Milwaukee, died in Silver City, New Mexico, March 28, at the

ige of thirty eight years. Mr. Bach went South about a year and a half ago because of ill health. He is survived by his mother, three brothers

The Wachmuth Lumber Company of Bayfield, Wis., has installed considerable new equipment in its mill shop, including a new acetylene welding and cutting machine of latest design.

The Wisconsin Railroad Commission has ordered the Chicago, Milwaukee & St. Paul Railroad to refund to the Kieckhefer Box Company of Milwaukee 8878.92, the amount alleged as the overcharge on sixty-five carload shipments from Milwaukee to Richland Center, Berlin and Chilton, Wis,

The P. B. Yates Machine Company of Beloit, Wis., well-known woodworking machinery concern, has awarded the general contract to John Schneiberg of Beloit for the erection of its new machine shop. The structure will be of brick and steel construction, two stories high and 283x265 feet in dimensions. Considerable new woodworking equipment will be in-

The Bain Wagon Company of Kenosha, Wis., George A. Yule, secretary, has completed plans for the erection of a new warehouse of brick and mill construction, four stories high, 75x200 feet in dimension, costing about

The Wood County Cooperage Company of Grand Rapids, Wis., is preparing plans for the erection of a new plant to be built during the coming

The bureau of standardization of the Citizens' Bureau of Municipal Efficiency of Milwaukee has begun the standardizing of materials likely to be used in the various city departments, preparatory to the proposed establishment of a city purchasing agent, and one of the first investigations is that of lumber. It has been discovered that many times the city departments buy the wrong kind of lumber for a specific purpose and one of the first steps has been taken by Willis Pollock, head of the bureau, who has appealed to the Northern Hemlock and Hardwood Manufacturers' Assoclation for the grading rules and also for reports on the engineering qualities

### The Hardwood Market

### ====< CHICAGO >===

The partial return of fair logging conditions in the South brought out considerable quantities of gum, which seem to be moving in good volume to the Chicago market. All together the local hardwood situation, particularly as far as factory purchases are concerned, has not been so satisfying as it was earlier in the year. The present condition has prevailed for the past few weeks and really has not shown any marked change since the last issue. As there seems to be little prospect of southern operators making any substantial, consistent headway for some time to come on account of recurrent poor logging conditions, nothing detrimental can be expected in the prices of southern hardwoods. Northern stocks are going well without sufficient stock being offered to actually take care of all bids, and the result is a gradual strengthening all along the line, particularly in thick stock.

### **==≺** NEW YORK **>**=

Dealers here report the hardwood market stronger today than at any time for several years. The demand continues to increase in the face of steadily advancing prices, with practically every item in the list feeling the change. The difficulties attending deliveries is causing a most unusual condition; some buyers with lumber en route when the first embargo order came out were reluctant to duplicate orders in markets that could then make delivery, with the result that the shortage of stocks in some cases is close to a famine with small hope of improvement. Generally speaking the stocks in yard are far below normal with no unusual amount of lumber offering in the wholesale market.

Beech and birch have advanced again and the demand continues to increase. Poplar is up \$1 to \$2 on some items while oak and chestnut are firm at prices prevailing a month ago. Heavy ash and mapic have shown the lead toward higher values for the domestic hardwoods, both being up several dollars over last month's quotations. The advance in some cases is \$5 as in the case of 4/4 FAS maple. The hardwood flooring market is in a strong condition and due for a rush demand with the opening of the building season. Oak flooring is up \$2 with maple quoted \$1 higher than a month ago. No complaint is heard of low prices or slow demand, the single bad feature of the current market being the freight situation.

### **==≺** BUFFALO **>**=

The hardwood market maintains a firm tone and most yards report a satisfactory improvement in business. The chief drawback is the railroad situation. Deliveries to the East are rendered uncertain by numerous embargoes and loaded cars are held up for a number of days sometimes before starting out.

Everything on the list is higher than a short time ago. The advance in maple is about as great as in any other wood. Stocks of this wood have been moving out as fast as they come in and some green lumber has been taken, owing to the scarcity of dry stock. The Buffalo market has been carrying a good assortment of northern hardwoods and has consequently profited a good deal by the demand from sources which need an unexpectedly large amount of stock of maple, beech and birch. Plain and quartered oak are maintaining a firm price.

Floods have been rather severe in this section this spring, but they were of short duration. Among the localities affected was Jamestown, where some of the furniture factories experienced trouble from high water.

### =⊀ PITTSBURGH ≻=

Hardwood men feel that business will come right along now that spring is opening up. There is a splendid demand for furniture lumber and for stock for manufacturing plants. This is evidenced by the inquiries coming in and the demands for quick shipments. The latter are very hard to make because of the car shortage and the embargoes as well as the high water which has prevented prompt shipments from many places. Prices are firm and show a tendency to advance. Yard trade is beginning to start up. Stocks at the mills are slow in general.

### ===**≺** BOSTON **>**=

All calculations for the spring business in hardwood have been set aside by conditions that are without precedent in this district. The relatively heavy mill stocks on hand after the long dull period ending in 1915 were ordered out in a very short time. Restocking, speculation and new factory orders calling for raw material caused first-hand holders to rapidly clean up stocks. Much of this has not arrived and all is subject to indefinite delays in transit; therefore the keystone to the lumber trade situation has become transportation, but this difficulty is also involved with the state of lumber stocks both at sources and at consuming centers, both of which are known to be in a situation warranting increases of price. That such increases have been and are taking place is a matter of common knowledge, but still another element has been met with: a very large building designed to be finished in mahogany is to be changed to oak, the assumption being that tonnage shortage is limiting the supply of foreign woods. That all of these influences seem for the present to be tending away from a self-correcting state is the view gathered from the opinions of the local dealers and is evidenced in the current methods of the trade, most inquiries being submitted to mills before closing negotiations and then delivery time cannot even be approximated. Under such prevailing conditions the normally active spring season opens and the activity of buyers in trying to purchase stock and get it through is more noticeable than the volume of

# F.M. Cutsinger

Manufacturer of

# ALL KINDS OF BAND SAWN Hardwood Lumber

My Specialty is High Grade Quartered White and Red Oak

Can furnish any hardwoods in either straight or mixed car lots.

### **EVANSVILLE, INDIANA**



Have you seen any better Walnut logs than these?

THEY all grew right in Indiana where hardwoods have always held the choicest farm lands. The best growth of timber as well as the best yield of wheat comes from good soil. The soundness of the log-ends shows that they fed on the fat of the land. My

Indiana Oak comes from the same soil

### CHAS. H. BARNABY

Greencastle, Indiana

# Low Prices Versus Cutting Value You, Mr. Buyer, Know the Verdict Our Stock Proves Its Worth by Its Cutting Value See our list of dry lumber in "Hardwoods For Sale" Inspartment, pages 4544, and ask for prices. Liberty Hardwood Lumber Co. MAKERS OF GOOD LUMBER Big Creek, Tex. Low Prices Versus Cutting Value You, Mr. Buyer, Know the Verdict Our Stock Proves Its Worth by Its Cutting Value See our list of dry lumber in "Hardwoods For Sale" Inpartment, pages 4 std. and ask for prices. Liberty Hardwood Lumber Co. MAKERS OF GOOD LUMBER Big Creek, Tex.

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# Williams Lumber Co.

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# WHOLESALE **HARDWOOD** LUMBER

Planing Mill Band Mill Dry Kiln Fayetteville, Tenn.

> We manufacture PLAIN and QUAR-TERED OAK, ASH, CHESTNUT and other HARDWOODS

Our Specialty is Quartered White Oak

We Manufacture Dimension Stock—Hickory a Specialty

### ≺ BALTIMORE >=

" he bye for treef pare in the hardwood trade here, but the parties of the parties was with many of the yards the long them to long. There are either very firm or show a tendency the last a Marcon of the transitute that they do not know from time entropy where the contact is the form that order a consum drifting that which is the travel three a great amount of lepthess before ther, they man go to run about in point of volume of last year, and even specials discover a cord by recombination who held off from a time in the confitted the quetic as no, he to one cases and who also wanted to come note that put have the period of, have select more began to place erder and not of the yards are arrying a larger quantity of hardweek than ever fere

The naive for their part find that they as, lected an apportunity when that held back a cut is suming operation, and that they would be able testispose of this homore lumber if it were available. Stocks of consider are volume are ' ... by p.le I up to se sure but they must be allowed to dry, and meanwhile opportunities to take additional orders are lost. Practically all of the woodworking establishments in the territory served 'v Baltimore are sisy and their requirements have attained impressive proportions. Obb is placed may not in themselves be large, but their number more than neckes up for any lack of size and holds out the advantage of demonstrating that the inquiry is very general.

Not often has the hardwood trade presented a more promising aspect than at present, if the export business be evoluded. This division, of course, is so hampered by restrictions of various kinds as to fall far below normal. In addition to the high ocean freight rates, which may be anything the steamship lines choose to ask, the British government imposes obstacles that tend to limit the forwardings very materially, and there is at present no indication that these conditions will shortly yield to a less burdensome state of affairs. This naturally leaves more lumber to be disposed of in the domestic markets, and it is striking evidence of the strength of the markets that they have not merely held their own, but show signs of advances. Only a most active inquiry could accomplish such a result. Practically all of the woods generally used are in good request, and the outlook is regarded as highly encouraging.

### ∹ COLUMBUS ≻=

The hardwood trade in Columbus and central Ohio territory is about equally divided between yards and factories and the volume of business is generally satisfactory. The tone is good and future prospects are bright.

Retail stocks have been increased materially during the past few weeks and as a result buying is not so free as formerly. Contractors and architects are busy on plans and specifications for new construction work. Delay in shipments is caused by the lack of cars. Concerns making vehicles, furniture and boxes are buying stock. Box concerns are buying basswood rather actively. Practically all of the buying on the part of factories is for immediate delivery.

Quartered oak is in good demand and plain oak is a strong point in the market. Poplar is another variety which is in good demand at former levels. Chestnut is one of the strongest points. Ash is quiet with the exception of thick sizes, which are readily sold. Other hardwoods are unchanged.

### =≺ CINCINNATI ≻=

The car shortage constitutes the only depressing feature in the local hardwood market. Cincinnati lumbermen, the Chamber of Commerce, traffic clubs and numerous civic associations are endeavoring to bring about relief from this trying situation, and at this writing the outlook is beginning to grow clearer. With a return of normal shipping facilities the hardwood market is bound to strengthen. Dealers and wholesalers report a steady and substantial increase in volume of inquiry. Sales have not increased in the proportion expected a few weeks back, but this is attributed to the car shortage. In consequence, the orders on hand are not accumulating. In the higher grades of hardwoods there is a marked scarcity and stocks are becoming depleted. The present demand seems to be centering strongly on the higher grades. Because of difficulty in getting stocks shipped in. it is feared that the Cincinnati market will soon experience a serious shortage in the better grades. Reports from most of the mills are to the effect that the consumption and demand continue in excess of the actual daily production and that orders with the mills are beginning to accumulate and in a short time the mills will find themselves pretty much in the rear unless conditions right themselves in a hurry. Prices continue to hold up and it is said at some of the mills that the quotations are being boosted in order to guard against an overaccumulation of orders which will be practically impossible to fulfill within a reasonable time. The present condition of the hardwood market augurs well for the real spring movement, and still stronger quotations are predicted when the building season is in full sway.

The inquiries on gum and oak have been heavy. There is somewhat of a scarcity of red gum and sap, thin stock, however, being the outstanding exception to the rule, although this grade does not find a very ready market here. The demand for second common and red gum in the better grade tends to hold up the gum market in a firm manner. Mills advise that this stock is getting quite low and some fancy prices are expected before long. Lo-In ormen report that oak in 4 by 4 and thicker,



GOOD LOGS MAKE GOOD LUMBER-TYPICAL LAMB-FISH LOG DUMP.

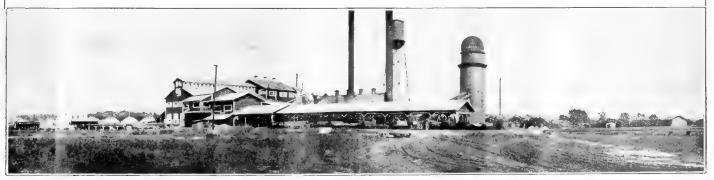
# LAMB-FISH LUMBER CO. Band Mill and General Offices: Charleston, Miss., U. S. A. THE LARGEST HARDWOOD MILL IN THE WORLD, ANNUAL CAPACITY, 40,000,000

CABLE ADDRESS-"LAMB"

Codes Used-Universal, Hardwood, Western Union, A. B. C., 5th Edition, Okay

STOCK	LIST	FOR	APRIL,	1916.						
	3 8"	1.2"	5 8"	3 '4"	4 4"	5/4"	6.4"	8 4"	10 4"	12 4"
1st & 2nd Qtd. White Oak, 6 to 9"	000,13	75,000	43,000	111,000	165,000					
1st & 2nd Qtd. White Oak, 6" & up						20,000			100	
1st & 2nd Qtd. White Oak, 4" & up							10,600	16,000		
1st & 2nd Qtd. White Oak, 10" & up		58,000	21,000	22,000	89,000	9,000				
1st & 2nd Qtd, White Oak, 12 to 14"						6,600				
No. 1 Common Qtd. White Oak, 4" & up 5		95,000	61,000	49,000	137,000	32,000	3,000	3,000		
	7,000	4,000	14,000	12,000	75,000	2,000			*	
					42,000					
Clr. Qtd. White Oak Strips, 4 to $4\frac{1}{2}$					31,000					
No. 1 Com. Qtd. White Oak Strips, 21/2 to 51/2"				3,000			*		•	
No. 1 Com. Qtd. White Oak Strips, 2 to 512".					144,000					
1st & 2nd Plain White Oak, 6" and up			83,000		34,000	9,000	22,000	- 000		
No. 1 Com. Plain White Oak, 4" & up		21,000		2.000	40,000	12,000	1,000 4.000	5,000		
No. 2 Com. Plain White Oak, 3" & up			3,000	2,000	5,000		4,000			
No. 3 Com. Plain White Oak	3,000	27,000	9,000	9,000			0.000	3,000	*	
1st & 2nd Plain Red Oak, 6" & up		4,000	10,000	20,000	200 000	3,000	3.000			
No. 1 Common Plain Red Oak, 4" & up			9,000	13,000	133,000	00.000	8.000			
No. 2 Common Plain Red Oak, 3" & up		-02 000	6,000	14,000	63,000	23,000	40.0			
No. 1 Common Plain Red Oak, 4" & up		503,000 77,000	14,000	221,000 155,000		22,000	9.000			
1st & 2nd Qtd, Red Gum						132,000	4,000			
No. 1 Common Qtd. Red Gum.							3.000			
1st & 2nd Sap Gum, 6" & up		3,000					0,000			
1st & 2nd Sap Gum, 13" & up.					9,000					
1st & 2nd Sap Gum, 18" & up					7,000					
1st & 2nd Sap Gum, 6" & up					4,000			47,000		5,000
No. 1 Common Sap Gum, 4" & up								3,000		
No. 2 Common Sap Gum, 3" & up				19,000		13,000		4.080		
Clear Sap Gum Strips, 2½ to 5½" (stained)					19,000	217,1700				
Clear Sap Gum Strips, 2½ to 5½"					17,000					
No. 1 Common Ash					5,000					
No. 2 Common Ash								4,000		
No. 3 Common Ash					32,000					
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# Band Sawn Southern Hardwoods

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SEND US YOUR INQUIRIES

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The ve's place's together continues to show a marked imprevement. The letter spectrum, show a substantial in recein the number of orders over the prevent forthoght but the linease in hipping was only slight, the dense little to release the depletion of stocks in the yard. Reports from the scatterings by reinters show an increase of a cont 4 by per out in order on hand unfilled ever the previous week. Cypress is quite. Birche a picking up under the impetus of spring outding and contidered a 1 being under the furniture manufacturer. Implement factories are not gash and history.

### 

While there has been a falling off in getual building operations in Cleveland a nan. March, that I is been no decrease in the number and size of order placed for hardwood and other himber. Stocks on hand have solden, so a smaller than at present. The log business through the winter which was exceptionally mild; the calls upon producing district for additional spaces by the continuing trade, and the magnitude of producers to make anything like decent sized shipments, are factors—in many to hamper the local interests.

War ends a cate period with local gutomorale manufacturers are responsible to: a big increase in the demand for ash. Increased residence endders operations are helping to take dig quantities of maple and blich for flooring. All these materials are higher. Chestnut is extremely also and spatingly offered.

### **=<** TOLEDO >=

A general improvement is noted in the hardwood market, although the business actually done can be characterized only as fair. It is the expectation, however, that conditions will be vastly improved as the season advance. Everything points to a big building season in Toledo and vicinity. Ash and clin are in excellent demand. There is a fair call for plain oak, but very little call for quartered stock. Prices are firm, with a tendency to increase. Toledo's building record is far ahead of what it was last season which was the biggest ever known here. Many fine structures are being planned and residence building is stronger than ever.

### =< INDIANAPOLIS >=

The heavy denands on the hardwood market which Indiana lumber dealers predicted would come with the beginning of the building season have arrived. Building operations here are developing an unusual volume. Laborers for building purposes have been plentiful during the last year, but this condition now is changed. There was a gain of \$14.699 in the value of buildings contracted for during March over the corresponding period of 1915, despite unusually unfavorable weather conditions. The value of building improvements since the first of the year has reached the total of \$1.655.709, or a gain of \$189.453 over the corresponding period of 1915. Furniture manufacturers are heavy buyers, and are enjoying an unusual degree of prosperity as evidenced by the fact that several of the smaller firms have expanded by receiving authority from the secretary of state to increase the amount of their capital stock.

### =< EVANSVILLE >=

Hardwood but her manufacturers in Evansville and southern Indiana report a steady improvement in trade and an encouraging outlook. February showed a gain over January, and March was a better month than February. There is a feeling among the manufacturers that prosperity has come to stay and that the spring and summer will bring in a large volume of business. Most of the big hardwood mills here are being operated on full time. The so-called river mills here are running on better time than they did before the first of the year.

Both orders and inquiries have been coming in nicely. Prices are still holding up well with a tendency to advance in many instances. Logs are more plentiful. Crop conditions in this section are rather promising. Furniture factories are especially busy and some of the plants are running overtime. Desk, chair, plow, wincer and box factories are busy. Vencer manufacturers say they have about all the work they can handle. The retail lumber trade is keeping pace with the wholesale trade and building operations are active. Planing mills continue to run on full time and sash and door men and yellow pine dealers report a steady trade.

### 

The demand for hardwood lumber is quite active. There was a slight lull in demand during the latter part of March, but since April began there has been a renewal of the placing of orders for southern hardwoods. Many of these have come by telegraph, indicating somewhat urgent needs on the part of consumers and distributors. Deliveries are

still difficult on account of the shortage of cars, and delay incident to shipments is probably responsible in some measure for the fact that wires are being used instead of the mails for placing business. The tone of the market is quite healthy. The relations between supply and demand are still somewhat strained and it is expected that this condition will continue until it is possible to manufacture lumber on a somewhat larger scale and until the lumber now being placed on sticks is dry enough to answer the requirements of the trade. Stocks in bone and shipping dry lumber are very badly broken throughout this part of the country, and it is because of this fact and because of the excellent demand that the market is showing so much steadiness. A particularly good call is noted for oak and gum. Furniture manufacturers are taking con siderable quantities of both, and quartered gum is being used in unusual volume in interior trim. There is no difficulty in selling any grade of gum. Plain oak is perhaps more active than quartered, but there has been some improvement in demand for the latter. Cottonwood still moves readily in the lower grades. It is rather slow in the upper. There is no difficulty about disposing of ash, elm and hickory. These are all used for more or less special requirements and the demand for them has been large enough to take full care of offerings at current quotations.

### ≺ NASHVILLE >=

There has been little change in the hardwood lumber market. Several factors have been against the broadest development of business. The car shortage and congestion on the eastern railroads interferes considerably with the movement of southern hardwoods. Export business continues light. Manufacturers and retailers have been taking orders freely, and altogether the tone of business is satisfactory to dealers. Prices rule generally steady, and lumbermen are optimistic regarding the future.

### ----≺ LOUISVILLE >=

Despite the fact that milling operations in the South are rapidly recovering from the effects of the floods in February, there seems to be no increase in the demand, and the lumber business grows apace. The car shortage in this territory is still serious. The Louisville & Nashville Railroad Company, whose condition is no worse in proportion than any other southern system, reports that 32,000 cars are off its lines. Deliveries are still very slow, as are collections, and much capital is tied up in shipments in transit. The long looked for advance in plain oak has come and prices are higher than for a long time, with many items scarce. Thick stocks are moving slowly. The demand for gum is still strong, with past advances sustained.

### -----≺ ST. LOUIS >=

The demand for hardwood is gradually showing an improvement. The only drawback to the situation is the car shortage which is getting worse instead of better. The country yards are beginning to come in with more frequent orders. Gum is in leading demand, but there is a great scarcity of it with the result that prices are advancing. Oak is also in much request, and like gum is rather scarce. Furniture and other woodworking industries are doing much buying. While the southern mills are gradually recovering from the effects of high water and heavy rains, they are not accumulating much stock. Quite a few of the mills are making little active effort to get business because they will be unable to make shipments, due to scarcity of stock and the car shortage. The cypress situation is improving somewhat and slight advances are reported on items most called for. Mixed cars are still in the strongest demand and the mills find little trouble in obtaining buyers, even at advanced prices.

### ──≺ MILWAUKEE ≻=

The spring building season is opening up very satisfactorily in Milwaukee and it looks as though the prediction made earlier in the year that a new high record would be established in 1916, will be borne out. Thus far this year the total building investment shows a gain of more than \$2.500,000. During March 300 permits were issued for structures to cost \$994,521, as compared with 420 permits and an investment of \$949,949 during March, 1915. General business conditions have shown such decided improvement that public confidence is stronger, money is easier, and people are more inclined to go ahead with delayed building work.

Wholesale lumbermen report business improving steadily. The factory trade is especially good. Sash and door factories are buying more freely and furniture and chair plants seem to be particularly busy and placing good orders for stock. The farm implement manufacturing concerns are exceptionally busy, resulting in an increased demand for stocks. The call for low-grade hardwoods has improved of late, a result of the brisk demand from the box factories in this city. Railroads have been placing some large orders for stock.

Dry stocks of northern hardwoods are pretty well cleaned up. In fact, it is now more a question of supplies than of securing the business. Maple of 5/4 thickness and thicker, birch and basswood are in particularly good demand among the northern hardwoods, a result of the call for flooring and interior finish. Southern hardwoods, particularly oak, are in good demand, while stocks are far from large, a result of the serious car shortage which is being experienced. The scarcity of cars is proving a serious obstacle to the Wisconsin lumber trade at this time.



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NO. 2 C. & BTR. 64", 5 nos de H. D. BLANKS LEMBER, CO. Caro, III. NO. 2 C. 12-4", 18 mos, dry. G. ELIAS & BRO. INC., 10 ff.do, N. Y. LOG RUN, m. co. 44", 50% 14 A. 16, 1 yr. RUN, me o 44", 50% 14 & 16 . LAF LIBERTY HARDWOOD LUMBER CO., LOG 2 C. & BTR. 12 4". NICKEY BROS., NO. 2 C. & BIR. 12 1. SERVE MANNELLAND, NO. 2 C. & NO. 3 C. 64". PENROD, 5UR-10IN & MetoWEN, Memphis, Terr. LOG RUN 44"; CRATING 34". E. SOND-HEIMER COMPANY, Memphis, Tenu.

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CO. 1 C. S. 1". KNEELAND-BIGELOW
FAS & NO. 1 C. 12'4", 6 mos. dry; NO. 1
C. 4 4, 6'1 & 8/1", 18 mos. dry; FAS 3/8 & 12", 6" & up; FAS 4/4, 12" & up. HOFF-MAN EROTHERS CO., Fort Wayne, Ind. NO. 2 C. 4/4", 18 mos. dry. MILLER, STURM & MILLER, INC., Buffalo, N. Y. NO. 2 C. 8 1". E. R. SPOTSWOOD & SON, Lexington, Ky.
FAS 4 1", 60'; 14 & 16' 18

Lexington, Ky. FAS 4 4", 60°, 14 & 16', 18 mos. dry, band sawed. TAYLOR & CRATE, Buffalo, N. Y.

### MAPLE-SOFT

NO. 2 C. & BTR. 44", 8 mos dry EAST JORDAN LUMBER CO., East Jordan, Mich.

### OAK-PLAIN RED

\$ 44", 6" & up; FAS 54 & 6/4", 12" & HOFFMAN BROTHERS CO., Fort FAS 14'

UP. HOFFMAN BROTHERS
Wayne, Ind
NO. 1 C. & BTR. 3 4"; NO. 1 C. 4/4 & 5/4".
GLO I. KERNS LUMIER CO., Che ago, Ill.
LOG RUN 1/2 to 6/4". KRAETZERCTRED LUMBER CO., Cincinnatl, O.
NO. 1 C. 4 4", 4" & up, 40% 14 & 16', 5 to 8
mos. dry; NO. 2 C. 4 4", 3" & up, 40% 14 &
16', 5 to 8 mos. dry. LIBERTY HARDWOOD
LUMBER CO., Big Creek, Tex.
COM. & BTR. 4 1", run, wdths, and lgths,
2 yrs. dry. LOUISVILLE VENEER MILLS,
LOUISVILLE VENEER MILLS,
LOUISVILLE VENEER MILLS,
LOUISVILLE VENEER MILLS,
LOUISVILLE VENEER MILLS,

Logisville, Ky
FAS & NO. 1 C. 5 S", 4 mos. dry; NO. 1 &
NO. 2 C. 4 4", 6 mos. dry. NICKEY BROS.,
INC., Memphis, Tenn.
FAS 3 4", 10 mos. dry; FAS 4/4", 8 mos.
dry; NO. 1 C. 4 4", 8 mos. dry; NO. 2 C.
3 4", 10 mos. dry. STIMSON VENEER &
LUMBER CO., Memphis, Tenn.
NO. 2 C. & BTR. 4/4 to 8 4", W. R. WILLETT LUMBER CO., Louisville, Ky.
FAS 8 4", 10/4 & 12/4", 6" & up, 2 yrs. dry.
YEAGER LUMBER CO., INC., Buffalo, N. Y.

### OAK—OUARTERED RED

NO. 1 C. 4'1 to \$/4" 4" & up, 18 mos. dry.
'M. CUTSINGER, Evansville, Ind.
FAS 4/1", GEO. F, KERNS LUMBER CO.,
incaso, Ill.

Chicago, Ill.
LOG RUN 4 4 to 6 4". KRAETZER-CURED
LUMBER CO., Cincinnati, O.
COM. & BTR. 4/4", ran. wdths. and lgths.,
8 to 10 mos. dry. LOUISVILLE VENEER
MILLS. Louisville, Ky.

### OAK-PLAIN WHITE

NO. 1 & BTR. 4/4". GEO, F. KERNS LUM-1.1

NO. 1 & BIR. 4/4". GEO. F. KERKS DEMERICO, Chicago, Ill.
LOG RUN 3.4 to 6/4". KRAETZER CURED
UMPER CO., Cincinnati, O.
FAS 1 1", 6" & up, 40% 14 & 16', 10 mos.
ry; NO. 2 C. 4/4", 3" & up, 40% 14 & 16', 4
loss, dry. LIBERTY HARDWOOD LUMBER
OF THE Crock Tox

dry. LIBERTY HARDWOOD LUSIDER Ing Creek, Tex. M. & BTR. 4", ran. wdths. & lgths., 2 dry. LOUISVILLE VENEER MILLS,

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

### HARDWOODS FOR SALE

FAS 5/8", 1 yr. dry; FAS 4/4", 10" & up, 1 r. dry. NICKEY BROS., INC., Memphis,

April 10, 1916

Tenn.
NO. 1 C. 4/4"; BILL STUFF 2x8, 2x10, 2x12, 10 to 16', E. R. SPOTSWOOD & SON, Lexington, Ky.
FAS 5/8", 10 mos. dry; FAS 4/4", 8 mos. dry; NO. 1 C. 1/2 & 3 '4", 6 mos. dry; NO. 2 C. 4/4", 8 mos. dry. STIMSON VENEER & LUMBER CO., Memphis, Tenn.
FAS 4/4 to 12/4", 6" & up. 2 yrs. dry.

FAS 4/4 to 12/4", 6" & up, 2 yrs, d YEAGER LUMBER CO., INC., Buffalo, N.

### OAK-QUARTERED WHITE

FAS 5/4", 6" & up, 18 mos. dry; NO. 1 C. 5/8 to 5/4, 4" & up, 1 yr. dry. F. M. CUT-SINGER, Evansville, Ind.
NO. 1 C. 4/4". GEO. F. KERNS LUMBER CO., Chicago, Ill.
LOG RUN 4/4". KRAETZER-CURED LUMBER CO., Cincinnati, O.
COM. & BTR. 5/8 & 4/4", ran. wdths. and lgths., 8 to 10 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.
FAS 4/4", 5/4 & 6/4", 6" & up, 60% 14 & 16', 1' yr. dry. MOWBRAY & ROBINSON CO., Cincinnati, O.
FAS. & NO. 1 C. 3/8" & 3/4", well figured, 1 yr. dry; NO. 2 C. & BTR. 5/8", well figured, 1 yr. dry; NO. 1 C. 5/4 & 6/4", well figured, 1 yr. dry; NO. 1 C. 5/4 & 6/4", well figured, 1 yr. dry; FAS 1/4", bone dry, excellent quality and well figured; FAS & NO. 1 C. STRIPS 4/4", 2½ to 3½", 1 yr. dry, well manufactured; FAS STRIPS, 4/4", 5 to 5½", 1 yr. dry, well manufactured; FAS STRIPS, 4/4", 5 to 5½", 1 yr. dry, well manufactured. NICKEY BROS., INC., Memphis, Tenn.
FAS 1/2 & 3/4", 1 yr. dry; NO. 1 C. 1/2", 8 mos. dry; NO. 1 C. 5/4", 6 mos. dry; NO. 2 C. 4/4", 8 mos. dry. STIMSON VENEER & LBR. CO., Memphis, Tenn.
FAS 4/4", 15 to 20% 10" & wider. 18 mos. dry. TAYLOR & CRATE, Buffalo, N. Y.
NO. 2 C. & BTR. 4/4 to 8/4"; STRIPS 4/4 to 6/4". W. R. WILLETT LUMBER CO., Louisville, Ky.

### OAK-MISCELLANEOUS

NO. 2 C. 4/4", 1 yr. dry; NO. 2 C. & BTR. S2S 4 4, 6 mos. dry. H. B. BLANKS LUMBER CO., Cairo, III.
SOUND WORMY 4/4"; NO. 3 C. 4/4 & 5/4"; SWITCH TIES, white, 7x9. E. R. SPOTS-WOOD & SON, Lexington, Ky.

### POPLAR

FAS 10/4" & 16/4", 7" & up, 18 mos. dry. F. M. CUTSINGER, Evansville, Ind.
FAS & NO. 1 C, 4/4". HOFFMAN BROS. COMPANY, Fort Wayne, Ind.
COM. & BTR. 5/8 to 4/4", ran. wdths. & lgths., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.
NO. 1 C, 4/4 & 5/4", 40% 14 & 16', 1 yr. dry; NO. 1 C, QTD. 4/4", 4" & up, 40% 14 & 16', 1 yr. dry; NO. 1 C, DEC. 4/4", 2 yrs. dry; SELECTS 12/4", 2 yrs. dry. TAYLOR & CRATE, Buffalo, N. Y.
NO. 3 C. & BTR. 4/4 to 16/4". W. R. WILLETT LUMBER CO., Louisville, Ky.
FAS 16/4", 8" & up. 2 yrs. dry. YEAGER LUMBER CO., INC., Buffalo, N. Y.

### **SYCAMORE**

LOG RUN, m.c.o., 4/4", 40% 14 & 16', 11 mos. dry. LIBERTY HARDWOOD LUMBER CO., Big Creek, Tex.

### **WALNUT**

NO. 1 C. 4/4", 4" & up. 18 mos. dry; NO. 2 C. 4/4", 3" & up. 18 mos. dry. F. M. CUT-SINGER, Evansville, Ind. COM. & BTR. 4/4"; FAS 5/4 & 6/4". HOFF-MAN BROS. COMPANY, Fort Wayne, Ind.

COM. & BTR. 4/4", ran. wdths. and lgths., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville. Ky.
FAS 1/2, 5/8, 3/4 to 8/4"; NO. 1 C. 1/2, 5/8, 3/4 to 8/4". PENROD WALNUT & VENEER CO., Kansas City, Mo.

### **FLOORING**

BEECH, clear, select and factory, 13/16x 214"; RED OAK, select, 13/16x11½" and 13/16x 2"; WHITE OAK, select, 13/16x11½ and 13/16x 2". THE T. WILCE COMPANY, Chicago, Ill.

MAPLE, clear, 13/16x2", 13/16x214", 13/16x 314", 11/16x214", factory, 15/16x214", 15/16x 21/2", KERRY & HANSON FLOORING CO., Grayling, Mich.

### DIMENSION LUMBER

### ASH

CLEAR 1%x1%-26", 1 yr. drv; 1½x1½-12 to 26", 3 mos dry; 2x2 and 2½x2½-38", 6 mos. dry. PROEST LUMBER COMPANY, Cincincati, O.

### BEECH AND MAPLE

CLEAR 1x1 45", 5 mos drv: 114x114-45", 5 os. drv. PROBST LUMBER COMPANY, mos. drv. d Cincinnati, O.

### OAK-RED

NO. 2 C. 3/4" & 5/8", 6" & up. 10 to 16', 50% 14 & 16', 1 vr. drv: CLEAR 246x3x3-30". 2 mos. dry. PROBST LUMBER COMPANY, Cincinnati, O.

### OAK--WHITE

4'4", 4" & up 24 to 43", 18 mos. dry. F. M. CUTSINGER, Evansville, Ind.

### VENEER—FACE

### ASH

NO. 1, 1/12", 8 to 28" wd., 20" lg., rty. MIS-SISSIPPI VENEER & LUMBER CO., Cedars,

### **GUM**

QTD., FiG'D., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SEL, RED. No. 1, 1/12". 8 to 28" wd., 42 to 46" long, highly fig., rty.; No. 2, ½", 5¼" wd., 82 & 86" long, stile ven.; UNSEL., No. 1, ½", 542" wd., 20" long, rty.; No. 1, ½", 542" to 14½" wd., 20" long, stile ven.; No. 1, ½", 5½" to 14½" wd., 17 to 29" long, rty.; RED, No. 1, 1/12", 8 to 20" wd., 20" long, rty. MISSISSIPPI VENEER & LUMBER COMPANY, Cedars, Miss.

### **MAHOGANY**

ANY thickness, LOUISVILLE VENEER MILLS, Louisville, Ky.

### OAK-PLAIN

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

NO. 1, red, 1/12", 8 to 28" wd., 20" long, rty.;

NO. 1, red, ½", 5½" to 14½" wd., 7 to 29" long, rty.; NO. 2, red, ¾", 5½" wd., 82 to 86" lg., stile yen. MISSISPIPI VENEER & LUMBER COMPANY, Cedars, Miss.

### OAK—QUARTERED

ALL thicknesses, sliced and sawed. HOFF-MAN BROS. COMPANY, Fort Wayne, Ind. ANY thickness. LOUISVILLE VENEER MILLS, Louisvihe, Ky.

### WALNUT

ALL thicknesses, sliced and sawed. HOFF-MAN BROS. COMPANY, Fort Wayne, Ind. ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
PL. & FIG. PENROD WALNUT & VENEER CO., Kansas City, Mo.

### CROSSBANDING AND **BACKING**

### **GUM**

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

### **POPLAR**

LOUISVILLE VENEER ANY thickness. LO MILLS, Louisville, Ky.

### PANELS AND TOPS

### BIRCH

ALL sizes and thicknesses panels. WIS-CONSIN SEATING COMPANY, New London, Wis.

### GUM

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
QTD. FIG., all sizes. WISCONSIN SEAT-ING COMPANY, New London, Wis.

### **MAHOGANY**

ANY thickness, LOUISVILLE VENEER MILLS, Louisville, Ky.
ALL sizes. WISCONSIN SEATING COMPANY, New London, Wis.

### OAK

ANY thickness LOUISVILLE VENEER MILLS, Louisville, Ky.
PL. and QTD., all sizes. WISCONSIN SEATING COMPANY, New London, Wis.

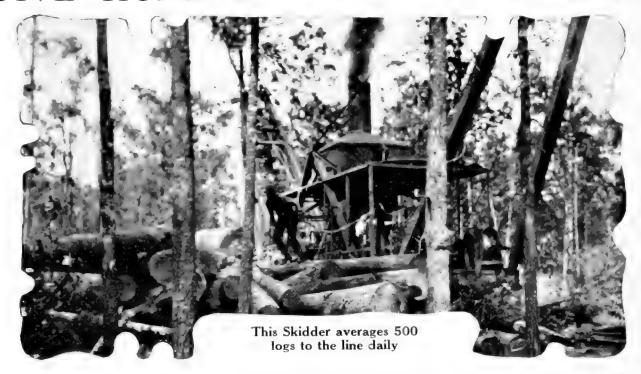
### WALNUT

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
PL. and STRIPED, all sizes. WISCONSIN SEATING COMPANY, New London, Wis.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

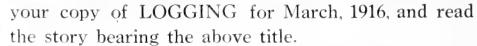
# QUICK MOVING CLYDES

### FIVE HUNDRED LOGS to the LINE



—Sounds impossible, doesn't it? As a matter of fact it's perfectly simple, the way they work it with the skidder shown in this picture.

If you would wish to learn the full facts, all you need to do is to turn to



If you don't get LOGGING let us know and we'll see that you do henceforth!



### **CLYDE IRON WORKS**

Manufacturers of Machines for Every Logging Operation

Head Office and Factory at Duluth, Minnesota, U.S.A.

# **Quality and Grade**

Band-Sawed

Qtd. White Oak

Plain Red Oak

Plain and

Quartered Red Gum
4 4 to 8 4

Sap Gum

Ash

4/4 to 20/4

Car Material
In the HEART of

the Best

Arkansas Timber

Long Lengths

We ship as high as 60% 14 and 16 foot.

Good Widths

10% to 15% in Quartered white Oak guaranteed 10" and up. Plain Oak made as wide as is consistent with good manufacturing.

Manufacture

Our manufacturing cost is ½ higher than it would be if we lowered our standard.

Inspection

National inspection Guaranteed. Experienced and careful inspectors who ship a straight, reliable even grade.

Little Rock Lumber & Mfg. Co.
D. S. WATROUS, Sec'y-Mgr. Little Rock, Arkansas

# COTTONWOOD

### OAK

PLAIN AND QUARTERED RED AND WHITE

RED AND SAP GUM

High Grades

Band Sawn Lumber

We Make a Specialty of Thin Stock

COTTONWOOD
AND GUM VENEERS

THREE-PLY GUM PANELS BOX SHOOKS—EGG CASES

Write Us for Prices

Anderson-Tully Company MEMPHIS. TENN.

# VESTAL LUMBER & MFG. COMPANY

Knoxville, Tennessee

Manufacturers

PLAIN OAK QUARTERED WHITE OAK

# Soft Textured Stock

BLACK WALNUT TENNESSEE RED CEDAR POPLAR

BAND MILLS ON L. & N. AND SOUTHERN RAIL-ROADS AT VESTAL, A SUBURB OF KNOXVILLE

### Poplar Box Boards=

9 to 12-inch and 13 to 17-inch

Some 6/4 Quartered White Oak

The quality and price of this stock truly merits your inquiry

D. H. Hall Lumber Co.
NEW ALBANY, MISS.

# PROCTOR VENEER DRYER FIREPROOF UNPARALLELED SUCCESS

No Splitting Nor Checking No Clogging Nor Adjusting



Recommended by all those who have tried it

THE PHILADELPHIA TEXTILE MACHINERY COMPANY
DEPT. L, HANCOCK & SOMERSET STS. PHILADELPHIA, PA.

### VENEERS AND PANELS

# Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer. Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you,

# BENT WORK

orders are not popular with the panel maker because they require such exacting care, and few of them can stand the strain.

# We Have Made All Types of Bent Work for Years

and have absolutely perfected our methods and can demonstrate that we have the experience and facilities required to turn out absolutely satisfactory bent work for any purpose. We really don't mind if you send your inquiries to others if at the same time, in fairness to yourselves and to our equipment and competence, you include us on your inquiry list as well. We know what will be the result.

# WISCONSIN SEATING COMPANY NEW LONDON, WISCONSIN



### DOOR MAKERS

can buy one ½8" birch and oak veneer from stock on hand. This means prompt service. We sell log run or cut to standard dimensions.

### FURNITURE MANUFACTURERS

can be assured of consistent quality in our 3/16'' and  $\frac{1}{4}''$  three-ply birch or oak drawer bottoms or case racks.

### Wisconsin Veneer Co.

Rhinelander, Wisconsin

### IMMEDIATE SHIPMENT

is what you are assured of when placing your orders for Panels and Veneers with us

WE CARRY A COMPLETE STOCK

Geo. L. Waetjen & Co.

S. Water and Reed Sts.

MILWAUKEE. WISCONSIN

SAVE TOUR MONEY BY USING THE

# RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

Lumbermen's Credit Assn., Establish\*

668 Sc. Dearborn St. Mention This Paper NEW YORK CITY



# "Ideal" Burn- ished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

### ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

# I. Stephenson Co., Trustees

WELLS, MICHIGAN

# EAST JORDAN LUMBER CO. EAST JORDAN, MICHIGAN

We Offer for Prompt Shipment:

18M 4/4 No. 1 Com. & Better Quarter Sawn Maple. 450M 4/4 No. 2 Common & Better Beech. 9M 10/4 End Dried White Maple. 18M 4/4 No. 2 Common & Better Soft Maple.

Write for prices

**FULL THICKNESS** 

BAND SAWN

QUICK SHIPMENT

### VON PLATEN LUMBER COMPANY

Iron Mountain, Mich.

Have following stock at Iron Mountain, car shipments:

500 M ft....dry 4/4 No. 1 and 2 Common Maple 100 M ft....dry 5/4 No. 1 and 2 Common Maple 100 M ft.....dry 6/4 No. 3 Common Maple 200 M ft......dry 4/4 No. 3 Common Maple

# Strable Lumber & Salt Co.

Manufacturers of

Hardwood Lumber

AND

Maple Flooring

SAGINAW,

**MICHIGAN** 

# "Chief Brand" Maple and Beech Flooring

in  $\frac{2}{8}$ ,  $\frac{5}{8}$  and 13-16 and 1 1-16 inch Maple' in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

### Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

We are members of the Maple Floering Manufacturers' Association

MAPLE FLOORING CO.

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MAPLE FLOORING

SAGINAW, MICH.

### HARDWOOD RECORD

Not only the ONLY HARDWOOD PAPER but the BEST LUMBER PAPER published

### Wisconsin Birch

We have just finished our season's cut of Winter Sawn Hardwood and will have six million feet of Northern Hardwood ready for shipment June 15, 1916. Our stock consists of

Birch 4/4 and thicker, both in Red, Plain and Unselected also have to offer

5/4 Basswood Key stock (winter sawn) as well as 4/4 and thicker Basswood, Soft Elm, Rock Elm and Maple

Let us quote you prices.

### RICE LAKE LUMBER CO.

Yard and Mills: RICE LAKE, WIS.

# BUFFALO

The Foremost Hardwood Market of the East

Blakeslee, Perrin & Darling

A Complete Stock of Seasoned Hardwoods

iriliding Ash, Basswood, Bir L. Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, P.ain & Quartered Oak, Peplar & Walnut,

1100 Seneca Street

Standard Hardwood Lumber Co. OAK. ASH AND CHESTNUT

1075 Clinton Street

G. ELIAS & BRO.

**HARDWOODS** 

White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring

955-1015 Elk Street

Hugh McLean Lumber Co.

OUR SPECIALTY:

OUARTERED WHITE OAK

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Yeager Lumber Company, Inc.

Specialties:

Oak, Ash and Poplar

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Buffalo Hardwood Lumber Co.

Dry Band Sawed Stock

Oak Ash Cedar

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T. SULLIVAN & CO. Hardwoods

Ash and Elm NIAGARA—CORNER ARTHUR Atlantic Lumber Company HARDWOODS

WEST VIRGINIA SOFT RED AND WHITE OAK

Our Specialty: West Virginia and Pennsylvania Cherry

1055 Seneca Street

Taylor & Crate
HARDWOODS OF ALL KINDS

A stock of 18,000,000 to 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Established 50 Years

Rail or Cargo Shipments

Miller, Sturm & Miller

Hardwoods
of All Kinds

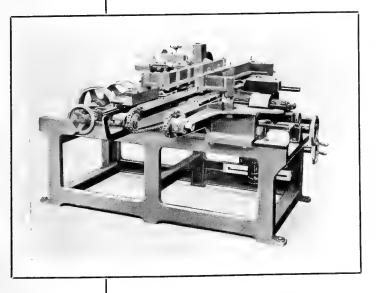
1142 Seneca St.

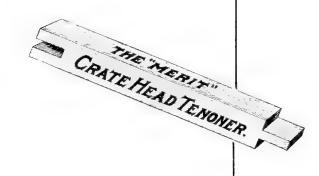
The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

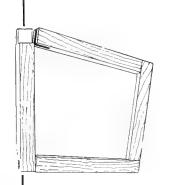
# WHY DON'T YOU TURN YOUR WASTE BOARD ENDS INTO MONEY?











With the "Merit" Crate Head machines, you can utilize your waste lumber around your plant. You won't have to burn it up to get rid of it. Just run it through the crate head tenoner, take the tenoned and grooved boards, rip them on a gang rip saw, and couple them up on a "Merit" Crate Head Coupler.

You will be turning waste into money, because the tenoned and grooved cleat is the coming end for packing cases.



MERRITT MFG. COMPANY LOCKPORT, N. Y.

### A QUARTER CENTURY OF SUCCESSFUL MANUFACTURE



### The Stimson Operations

J. V. STIMSON Hartingling let a Stimson Mgr.

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STIMSON VENEER AND LUMBER CO.

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### HARDWOOD LUMBER

38" and up in

Northern and Southern Oak, Walnut, Hickory, Elm, Poplar, Ash, Maple

Rotary veneers, regular and special stock in plain and quartered Northern and Southern oak and gum.

A B C-WESTERN UNION CODE

### **GRAND RAPIDS**

### VAPOR DRY KILN

GRAND RAPIDS MICHIGAN

-129-

Grand Rapids Vapor Kilns sold in the last

-122-

days of the year 1915.

-54-

of these were Repeat Orders.

Repeat orders represent satisfaction. We can guarantee experienced engineering ability and efficient service.

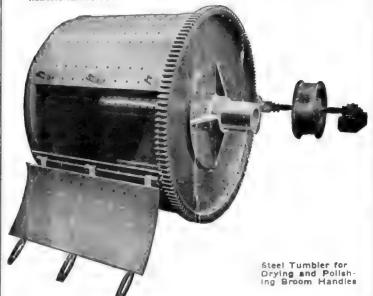
Over 1300 Grand Rapids Vapor Kilns in use.

Write us regarding better drying.

Western Agents: Greeff Varnish Drievs.

# **Broom Handle Machinery**

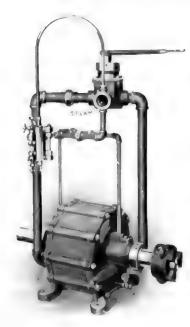
Let us tell you about our STEEL TUMBLERS FOR DRY-ING AND POLISHING BROOM HANDLES. This system is rapidly supplanting all others. More economical; less time required for drying, no polishing afterwards; greater per cent of straight handles turned out.



### CADILLAC MACHINE COMPANY

Complete Line of Broom Handle Machinery

CADILLAC, MICH.



# SOULE Steam Feed

Designed for the sawmill by a mill-man.

It will not use excessive steam and gives instant and positive control.

Our prices are actually, not relatively, low.

It has positively increased capacity from 10 to 50 per cent

### SOULE STEAM FEED WORKS

MERIDIAN, MISS.

DRUM OUTFITS, STACKERS, POWER TIMBER HANDLERS, LATHES, DOGS AND OTHER MILL EQUIPMENT



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